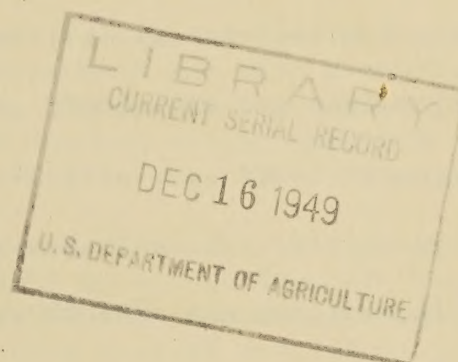


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# **EXTENSION WORK in FARM MANAGEMENT and RELATED FIELDS**



**Report of Activities  
Southern States - 1947  
by Z. L. Galloway**

**UNITED STATES DEPARTMENT OF AGRICULTURE  
Extension Service**

**July 1949**

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EXTENSION WORK IN FARM MANAGEMENT AND RELATED FIELDS  
SOUTHERN STATES, 1947

INTRODUCTION

Farm people in the South are faced with problems of adjustment which challenge one's imagination. Most of these adjustment problems are economic and social in nature or have economic and social implications which are readily apparent. They range all the way from every-day production problems to farm organization and management problems and on through to the many public policy problems related to agriculture.

Extension economists in farm management and general economics in the Southern States and Puerto Rico have endeavored to set up educational programs in these fields which would help farmers understand the situation and solve their problems most effectively. With limited personnel they have tried to anticipate the needs and direct their efforts to those areas where the greatest contribution could be made to farm welfare.

The work of the extension specialist is carried on in close co-operation with the research department and with a knowledge of research results in this field. He is also acquainted with farm problems as they are reflected through county extension workers, the Land-Grant College administrative people, and the press.

The following summary has been made from the 1947 annual reports submitted by extension economists in the 13 Southern States and Puerto Rico. While this summary does not include the educational work done in marketing, it does include activities in outlook and other general economic phases of the work carried on by marketing specialists.

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# LINES OF WORK CARRIED ON IN FARM MANAGEMENT AND AGRICULTURAL ECONOMICS

The various lines of activity carried on in the Southern States are shown in the outline below, insofar as it is possible to distinguish them in the annual reports. Opposite each line of work are shown the States reporting the given activity.

## A. Farm management

General farm management	
education .....	Kentucky, Mississippi, North Carolina, Tennessee, Virginia
Farm planning .....	Arkansas, Georgia, Kentucky, Mississippi, North Carolina, South Carolina, Tennessee, Texas, Virginia
Farm and home planning .....	Florida, Mississippi, North Carolina, Puerto Rico, South Carolina, Tennessee, Texas
Test demonstration, TVA .....	Alabama, Georgia, Kentucky, Louisiana, Mississippi, North Carolina, Oklahoma, South Carolina, Tennessee, Texas, Virginia
Farm record keeping .....	All 13 States and Puerto Rico
Farm record summary .....	Georgia, Kentucky, Mississippi, North Carolina, Oklahoma, Puerto Rico, South Carolina, Tennessee, Texas, Virginia
Enterprise records .....	Florida, Mississippi, South Carolina
Farm business surveys .....	Kentucky
Business records for rural organizations .....	Alabama, Oklahoma
Labor utilization and efficiency .....	Alabama, Florida, Kentucky, Oklahoma, South Carolina, Tennessee, Virginia
Farm management tours .....	North Carolina, Tennessee, Texas

## B. Farm tenure

Farm lease agreements .....	Kentucky, North Carolina, Oklahoma, South Carolina, Tennessee, Texas
Landlord-tenant cooperation .	North Carolina, South Carolina
Father-son agreements .....	Kentucky, North Carolina, South Carolina, Tennessee



C. Economic information and outlook

Annual outlook work ..... All Southern States  
Timely economic information . Alabama, Arkansas, Georgia,  
Kentucky, Louisiana, North  
Carolina, Oklahoma, South  
Carolina, Texas, Virginia  
Long-term outlook ..... Arkansas, Mississippi, South  
Carolina  
Production goals ..... Georgia, Oklahoma, South Carolina

D. Farm finance

Agricultural credit ..... Alabama, Georgia, Kentucky,  
Mississippi, South Carolina,  
Tennessee, Texas  
Financial planning and  
money management ..... Mississippi, North Carolina,  
South Carolina, Texas  
Income tax education ..... Arkansas, Kentucky, Louisiana,  
Mississippi, Oklahoma,  
South Carolina, Tennessee,  
Texas  
Debt adjustments ..... Puerto Rico

E. Program planning ..... Georgia, Mississippi, North  
Carolina, South Carolina

F. Statistical information service

For State and county  
extension workers ..... Georgia, Kentucky, Mississippi,  
North Carolina, South  
Carolina, Tennessee, Texas  
For other officials ..... North Carolina, South Carolina,  
Tennessee

G. Community organization ..... Georgia, North Carolina,  
Tennessee

H. National policy and  
economic forces ..... Mississippi, North Carolina,  
Tennessee, Texas

I. 4-H Club activities ..... Florida, Mississippi, North  
Carolina

J. Assistance in veterans'  
training ..... Florida, Georgia, Kentucky,  
North Carolina, South  
Carolina, Texas.



Excerpts illustrating the type of work done, methods used, and something of results obtained are presented alphabetically, by States, in the balance of this report. In assembling these quotations from the State reports we have followed the above outline. In some cases an excerpt is not shown even though work along a given line was indicated in the outline. This is explained by the fact that the reference to the work was very brief, or was included along with another line of work. For instance, reference may have been made to farm planning, very briefly and incidentally in connection with the discussion of farm and home planning.



## GENERAL FARM MANAGEMENT EDUCATION

### Kentucky

Farm management short course.- During the year a farm management short course was presented on three occasions. As developed, this short course has four central subjects to be presented at four consecutive meetings. These are reported as numbers 2, 3, 4, and 5 in the list below. Six meetings were held in Todd, Logan, and Christian counties at the rate of two meetings per week. The topics presented were:

1. Controlling Farm Costs.
2. Tailoring the Cropping System to Fit the Farm.
3. The Livestock Plan and the Feed Supply.
4. Making a Business of Farming.
5. Making Farm Work Easier and More Efficient.
6. Farming as Way of Life.

Miss Myrtle Weldon, State Leader, Home Demonstration Work, presented the sixth topic. At the sixth meeting the wives were given a special invitation. The sixth meeting proved especially valuable to the series.

During the same period topics 2, 3, and 4 were presented to farmers of Marion County in three meetings.

These meetings were quite satisfactory and it is the opinion of the field agents that this phase should be emphasized more. Farm management is too broad in its implications and relationships to permit satisfactory presentation in one meeting. Whereas, a series of meetings on related topics permits more thorough development of the topics.

This short course was also presented to the Warrenton Community in Trigg County. There are 16 farmers in this community as co-operators in a TVA area demonstration. Twelve came in to five meetings on five consecutive nights. The topics presented were:

1. Tailoring the Cropping System to Fit the Farm.
2. Water Management for the Farm.
3. The Livestock Plan and the Farm Food Supply.
4. Making a Business of Farming.
5. Making Farm Work Easier and More Efficient.

Mr. J. L. McKitrick, Field Agent in Agricultural Engineering, presented the second topic on water management.

Subsequent trips into the community to visit some of the farmers attending this short course showed that considerable was accomplished.



The short course was also presented in two days to all the county agents and soils assistants of the seven Kentucky counties in the Tennessee Valley. Five topics were presented. They were:

1. Tailoring the Cropping System to Fit the Farm.
2. The Livestock Plan and the Farm Feed Supply.
3. Making a Business of Farming.
4. Making Farm Work Easier and More Efficient.
5. The Planning Process with Farmers.

The extension agents in those counties want to present the same course to TVA cooperators. Consequently, the field agents are preparing an outline for use by the extension agents.

### North Carolina

Farm management is the field which applies the principles of economics and those of the technical sciences to the problem of coordinating the factors of production (land, labor, and capital) on an individual farm in order to obtain the maximum net income over a period of years. In the farmers' language this means "using what you have on the farm to the best advantage."

Reduction of net income on most farms in the State has caused most of the farmers to think more seriously on the management problem. The number and type of requests for assistance in 1947 indicate that many farmers are thinking of ways to improve their management. Many of the requests were urgent. The requests have been to the point and most of them in search of really fundamental information to assist them in their farming.

Since personnel was very limited and the requests for assistance endless, a limited amount of time was spent in each county in 1947. The first duty of a specialist is to keep the agents well informed. Since personnel was limited most time was devoted to meetings and preparation and dissemination of information which are techniques of reaching many people with a minimum of time. Considerable time was spent in working with other specialist groups and the administration. All specialist groups called on the Farm Management Department for assistance on management problems they encountered during the year. Most specialist groups assisted the Farm Management Department in solving management problems throughout the State.

The 1948 Plans of Work prepared by the county agents request more assistance than previously. As an example, county agents requested farm management specialists' assistance for 113 days in January. With a complete staff assembled, the department's Plan of Work calls for an expansion in the amount of field work in 1948, as well as preparation and presentation of economic material.



Farm management lectures.- The 1947 Plan of Work indicated that 10 counties planned a total of 35 lectures. Specialists gave lectures in Buncombe, Tyrrell, Granville, Onslow, and New Hanover counties. Only one lecture was given in each of these counties. A total of 12 days was devoted to preparation and presentation of the lectures on farm management. Six days were used in presenting the lectures and 3 days were devoted to preparation of the lectures. The most popular lectures in 1947 were "The Farm Manager's Job" and "When Should Tractors Replace Mules." Both of these lectures are illustrated with slides and charts. The lecture "The Farm Manager's Job" was mimeographed and made available to the agents.

Farm management schools.- Farm management schools were planned in 10 counties. Only two were given. A total of 3-1/2 days was devoted to farm management schools with 2 days in the field and 1-1/2 days in the office. The schools were given in Polk and Wake counties. Both schools were successful. At the farm management school in Polk County a half day was devoted to farm records; a half day to farm planning; and a half day to work simplification. Mr. Henry Pierce of the Agricultural Experiment Station assisted in conducting the school. During the first day about 60 people were present and over a hundred people came for the second day. The school in Wake County was conducted for Negro farmers. Attendance and interest were good. Other schools were not conducted due to lack of personnel. Most of the schools were requested in January and February, and only Mr. Ratchford was available during those months. It is difficult for one person to conduct even a 1-day school. Quite a few schools will be conducted during 1948 since the staff is larger. Polk County has requested another farm management school for 1948.

#### Tennessee

A considerable amount of work has been done on the preparation of material for a publication on principles of farm organization and management. Completion and publication of this bulletin is planned for 1948.

#### Virginia

Two radio talks were made during the year. One was a prepared talk on labor efficiency and the other was a 15-minute impromptu discussion on principles of farm management.

Two articles were written and published in the Virginia Farm Economics. These articles were "Business Factors in Farm Management" and "Labor Efficiency." Several newspapers published material on farm management that was furnished by the farm management specialist.



A farm management newsletter was prepared by the specialist and sent to the county agents to be mailed to the unit Extension-TVA farmers and other agricultural leaders in the counties. These letters were prepared at about 6-week intervals throughout the year. Seven-hundred and fifty copies of each letter were distributed.

Considerable work was done during 1947 in preparing a set of kodachrome slides which could be used with a lecture on farm management. The visual aid specialist assisted with the initial part of this work and the farm management specialist completed the project. The pictures were taken on Extension-TVA unit demonstration farms, and charts prepared from long-time records on these farms to show progress made by applying good farm management practices. The slides have been shown to 10 groups and they have received an excellent reception.



## FARM PLANNING

Within the past few years interest in farm planning has increased greatly in the Southern States. This applies to administrators, supervisors, and county workers as well as to the economics specialists in the field of farm management. Many different terms are used in the States to describe the work encompassed by the general term farm planning. It is referred to as balanced farming, farm organization planning, farm budgeting, complete farm planning, and other terms with similar implications.

A similar type of educational work has been carried on in the Southern States under the activity referred to as Unit Test Demonstration Program or the Farm Unit Demonstration Program. This work has been carried on in cooperation with the Tennessee Valley Authority and since it has been reported as a separate activity by the economists in the States, it is discussed in a separate section of this report.

### Arkansas

The objectives in this field of work were centered around the assistance to farmers in increasing their net income over a period of years without reducing the productivity of the farm plant.

Four farm planning clinics were held during the year. These clinics were held on different type farms. One was on a rice farm, one on a cotton farm, one on an upland farm, and the other on a general farm. These clinics were considered as in-service training and were attended only by extension personnel except for the farmer on the farm where the clinics were held.

As in outlook work, the specialists have suggested that agents use all such teaching media as organization meetings, circular letters, news stories, radio, and other extension methods of contact in their work on planning and record keeping. They are also encouraged to assist farm families in analyzing records so that weaknesses in the farm business set-up might be determined and the farm business strengthened.

From report of Lawrence County agent.- On September 10 and 11, a farm clinic for extension agents was held on the T. D. Davis farm, in the Fendorf Community. Twenty extension agents and specialists attended this clinic during which time they studied material prepared by O. B. Brown, extension farm management specialist, and actually planned this 550 acre farm after they had studied it for a full day and had well in mind the soil type, capabilities, and the interest of the farmer himself. All the agents at the close of the clinic agreed they had gotten much information that will help them in planning with their own farm people, and Mr. Davis not only agreed that he got much good from the various



plans that were drawn up, but has backed up the statement with action in which he has seeded a much larger acreage to fall oats than he had originally planned.

### Georgia

Approximately 600 teachers of vocational agriculture, including teachers of veterans, were provided with information on the principles, procedures, and forms in individual farm planning. The teachers were met in four different groups, at each of which an open discussion was conducted on this subject.

The discussion was built around records from individual farms here in the State. Records from one farm were available by years for the period from 1932 through 1946. These records provided an excellent basis for studying and discussing year-to-year changes in farm organization and the problems involved in planning.

A great deal of time was spent in a study of the basic principles underlying the profitable operation of a farm. These principles were outlined in a bulletin, entitled "Pillars of Profitable Farming," which was published during the year.

The farm budget as a method in farm planning was given a great deal of consideration. A copy of a form, entitled "Farm Program and Budget of Prospective Operations," which was developed and used in connection with the Georgia Better Farms Program, was supplied to each teacher.

A complete inventory of all factors involved in farm planning was discussed with the teachers. A mimeographed copy of such factors was supplied to each teacher as reference material.

### Kentucky

One-fourth of the field agents' time was spent on this phase. Farm planning is intended to represent, in a broad sense, teaching related to farm organization.

Considerable time was spent by the field agents assisting an extension committee appointed by the director of extension to evaluate the possibilities of a coordinated extension program on individual farm planning. This committee submitted a report to the director recommending such a program and stated the broad framework for making it function. A program along the lines suggested will probably be developed in 1948. In connection with the evaluation of such a program the field agents prepared a special mimeograph to depict their preliminary observations of the function of farm management in such an extension program.



During the year assistance was given to 22 farmers in setting up a farm plan for developing the farm resources. This involved walking over the farm with a farm operator to determine the best field arrangement and cropping system to correspond with the natural adaptations of the land and the needs of the farm family. Alternative possibilities for kinds of livestock and livestock management with the potential income were worked out with the farm operator. In suggesting the possibilities serious consideration also was given to labor utilization and use of capital resources. The field agents adopted the policy that the farm plan should originate with the farm operator. Consequently, attention was directed to examining the alternatives available to the farm operator. Farm operators requesting assistance were more frequently just beginning a program on their farm. Oftentimes they were veterans.

Farm management extension teamed with agricultural engineering extension to hold farm management and agricultural engineering meetings on one farm in each of Boyd, Robertson, Henry, Grayson, and Todd counties. The county agents in those counties were asked to select a farm on which many typical farm problems were represented and the farm operator was interested in developing a farm plan. We thought that by this method many current farm problems of interest could be discussed in their natural setting. Meetings were scheduled and several weeks prior to the meeting date the farms were visited, walked, and the possibilities for development worked out with the farm operator. The meeting was conducted by making a tour of the farm and farmstead, stopping at each problem of significance for discussion in search of a logical solution. If the problem at hand was an agricultural engineering problem on buildings, machinery, or water management the agricultural engineering specialist conducted the discussion, with the farm management specialist contributing as necessary. If the problem was farm management the situation would be reversed. After the tour of the farm was completed the problems were summarized and fitted into a whole farm plan best fitted for the farm.

These meetings were highly satisfactory as they were well attended and resulted in a great deal of discussion. Also, the county agents have reported that they stimulated a great deal of interest as evidenced by the subsequent requests for corresponding information and assistance.

### Mississippi

A series of 12 farm planning and appraisal clinics were held in April and May. Two of the clinics were held especially for veterans. The other 10 were for county agricultural workers. More emphasis was placed on proper land use and farm planning for increased efficiency of production and income, and less on the farm appraisal phase than in previous years.



One farm was selected and studied in each clinic. Soils capability maps were made of each farm prior to the clinic by the Soil Conservation Service technicians, who also cooperated in holding the clinics.

The forenoon was spent visiting and studying the selected farm, its soils, present use, improvements, and other physical features. The afternoon was spent working out what the group considered a sound long-time land use program and a farm organization designed to conserve the soil and water resources, and at the same time return to the operator the maximum sustained income.

The total attendance of agricultural workers and G.I. trainees was 379 or an average of 31.6 per clinic.

### North Carolina

Complete farm planning will do more than any single technique to solve the problems of the individual farmers. Good planning will help increase efficiency and abolish haphazard methods. Sound planning is the most effective technique available to the farmer for reducing the risk in farming. All agents receive requests from farmers for assistance in planning. It is imperative that the farm plan be "right" or the farmer will lose money. Since it is necessary that the plans are "right" the major emphasis in 1947 was placed in training agents the technique of sound planning and providing planning guides for the agents and farmers.

A total of 40-1/2 days was spent in farm planning in 1947 with 17.5 days in the field and 23 days in the office. The days in the field were devoted to training agents in the technique of farm planning, and time in the office was spent in preparation of planning guides and collecting information needed by the agents and farmers in farm planning work.

Another distinct advancement made in 1947 was the establishment of a Balanced Farming Association in Nash County. The balanced farming idea was originated in Missouri. At the Farm Bureau Convention in California in December 1946, Mr. Hollowell and some of the farmers from Nash County heard a paper delivered by Director Burch of Missouri on the balanced farming idea. They approached Dean Schaub, and with his blessings a Balanced Farming Association was started in Nash County on July 1, 1947, with 37 farmers participating. A new planning form entitled "The Balanced Farm Workbook" was prepared for use in this association. Balanced farm plans are being developed by all of the unit test demonstration farmers. Davidson County is in the process of developing a Balanced Farming Association. Considerable interest is being shown in several counties.

The regular North Carolina farm planning form was revised in 1947. The farmers had requested that a place for recording rotations be included in the planning form. Over 6,000 of the North Carolina farm planning guides were distributed in 1947. Planning forms were



furnished only on request of the agents. Over a thousand of the "Balanced Farm Workbook" were distributed in 1947.

Farm planning is stressed in all of the lectures and schools. Certain phases of farm planning were discussed at district meetings with the agents. When the feed shortage appeared last spring, special meetings were held with the agents throughout the State on planning for adequate feed production. This is a very important phase of complete farm planning. Feed requirements for each class of animals were computed with the help of the livestock specialist. At the meetings it was stressed that farmers should plan to produce the right kind and the right amount of feed. There are too many farmers, for example, who grow 10 acres of corn because they have always grown 10 acres of corn, regardless of corn needs on the farm. Every effort was made to acquaint farmers with feed needs and to help them produce a sufficient amount of food on as few acres as possible through use of approved practices. In order to help farmers adopt improved practices, practice check sheets were prepared on the major enterprises in the State with the help of the production specialists.

Due to the reduction in flue-cured tobacco acreage in 1948 many farmers need to add additional enterprises. Meetings were held in each tobacco producing county by a team of specialists that presented the situation and discussed alternative enterprises. When new enterprises are planned, the labor supply and distribution must be considered. On tobacco farms the distribution of labor is very poor. Labor is the biggest resource on tobacco farms. In view of the poor distribution and large supply of labor, new enterprises should preferably give a better distribution of labor throughout the year and use as much of the available supply as possible. A set of charts showing the labor distribution and requirements for various enterprises and for various farming systems were prepared and distributed to farmers at the meetings. Labor distribution and labor efficiency are part of the complete farm plan.

#### South Carolina

As aids to farm planning, the farm account records of past years on local farms provided information on costs, production, and returns which was used as a basis for working out crop and livestock production plans on individual farms. Forms and worksheets were provided for working out budgets for the farm organization.

In 1947 farm organization plans were in operation on 163 TVA demonstration farms. Of this number, 14 farms were planned in 1947.

In addition to the TVA demonstration farms, some 180 farmers were given assistance in working out farm plans by county agents. Since the planning of these farms involved all phases of agricul-



ture, the various extension specialists were often called on for recommendations in formulating long-time farm organizations for individual farms. In a few cases, a committee of extension specialists planned entire farms as method demonstrations for training county agents. A member of this department served as chairman of such committees. Members of this department also assisted in the planning of State institutional farms.

Follow-up work was conducted relative to the farm plan developed for the State Penal Farm. This work included several conferences held with the State Penal Board and the Budget Commission relative to the plans for the penal farms as well as the putting of the plan into operation. In line with the recommendations made, the Penal Board hired a well-trained farm manager and specialists along certain lines who are putting the plans into effect as rapidly as circumstances permit.

The county agents concerned and certain production specialists are working closely with the managers of these respective farms to attain the desired goals of making these institutional farms produce sufficient food, feed, and livestock products to support the population of the institutions and bring in enough revenue to be self-supporting.

#### Virginia

The project, "Reorganizing Farms in Tobacco Belt," was started in 1924 and has been continued each year. Mr. Brodell of the Bureau of Agricultural Economics, U.S.D.A., and the specialist, visited cooperating farmers in Charlotte County and secured a farm management survey record for the crop year of 1946 from each of the cooperators. Previous recommendations and plans for the future were discussed with each cooperator. Mr. Brodell summarized the records, and sent each cooperator a summary of his 1946 business.

The annual visit was made June 24-25. This project is conducted in Charlotte County.



## FARM PLANNING FOR STATE INSTITUTIONAL FARMS

Closely related to the farm planning educational program is the work being done by State extension economists on State-owned and -operated institutional farms. The type and scope of this work are indicated by the following:

### Georgia

At the request of Mr. John A. Sibley, Chairman, Board of Trustees, Berry Schools, assistance was given to the agricultural staff of Berry Schools on the preparation of budgets for the various agricultural projects conducted by the school.

The agricultural projects at Berry Schools include dairy, poultry, hogs, beef cattle, commercial vegetables, fruit and feeds. The Board of Trustees wishes to operate each of the projects on a budget basis. Assistance was given the agricultural staff in the preparation of the necessary budget forms for each project. The staff was also advised concerning the preparation of the necessary background information and the estimates needed to complete such budgets. All of the budgets were completed for the year 1948.

The Board of Trustees of this institution has included the discussion of these budgets in the agenda for the next meeting to be held in January of 1948. Since each of the budgets includes a plan of operation for 1948, this discussion should lead to the more profitable operation of the agricultural projects at Berry Schools and a more definite basis for teaching practical farm management courses in the school, which is attended by 1,000 students.

Another objective of this work was to introduce the study and teaching of budgeting as a method in farm planning to all agricultural students in the college. A good start has been made along this line in that such material has been included in the farm management courses which are currently being taught in the institution.

### Mississippi

State institutional farm planning.- The 1946 Mississippi Legislature enacted a law providing for the development of a 5-year land use and farm production program on each of the State-owned institutions operating farms based on the needs of the institutions. The law placed specific responsibility on the Extension Service for assisting the institutional superintendents and farm managers in planning the 5-year program. To comply with the legislative mandate, the extension director appointed a committee of three extension specialists. One member of this committee was the leader in extension economics.



To further carry out the provisions of the law, one of the county agents was employed as assistant farm management specialist to devote part of his time advising with and assisting the superintendents and farm managers of these institutions in carrying out the 5-year farm program. Emphasis was placed on two phases of the program, land use and conservation, and production of food and feed crops to meet the needs of the institutions.

Following are some of the important accomplishments of this program during 1947:

Farm land drained	5,000	acres
Land terraced	994	"
Winter legumes planted	2,665	"
New pasture established	291	"
Pasture improvement	1,002	"
Winter grazing crops planted	1,786	"
Summer or supplementary grazing crops planted	1,069	"

Other accomplishments included building eight cattle and dairy barns, rearrangement of fields, adoption of suitable crop rotation systems, building stock ponds, and establishment or rearrangement of poultry and hog units on more suitable locations.

On the State penitentiary farm at Parchman, the total value of food produced in 1947 for use at the institution amounted to more than \$519,000, valued at farm market prices. This was an average value of \$273 for each inmate. The average per capita value of food grown and used on the farms of Mississippi in 1947 was slightly more than \$100.



## FARM AND HOME PLANNING

The principal difference between this activity and farm planning, described in the preceding section, is the inclusion of the farm home in the planning process. In practice, this has resulted also in taking the "family approach" to problems rather than the farm manager's production economics approach.

The cooperation of the home management specialist and other home economics extension workers usually is essential to the success of this type of program. In some States both types of activity are carried on with farm and home planning as the ideal but with farm planning education going forward where for some reason the two cannot be carried on together.

### Florida

Farm and home planning with individuals was carried through its seventh year. This project is primarily an experiment in extension methods with low-income farm families.

Methods used include first, a refresher school of one day for the cooperating county agents. This is followed by the specialist spending a day or two with each agent, during which time visits are made to about a dozen farmers whose businesses are analyzed, and recommendations are made for improvements that will secure greater income or will improve the standard of living. The writer and the agents alternate in conducting the interview and making the recommendations. After each farm visit, a few minutes are spent in constructive criticism of the interview. Following the specialist's visit to the county agent, each agent continues the process with a limited number of farmers. Also, a letter is sent to each farmer which contains a list of recommendations made to him.

A total of 215 farm families was served in this way and 1,390 recommendations were made, of which 72 percent were carried out in a creditable manner. Conservative estimates of the value of additional production on the farms range from \$50 to \$700, with an average of \$210 per farm. This is an average increase of about 10 percent over their 1946 income and about 50 percent over their 1939 income. It is planned to add about 50 farmers to the present list for 1948.

Nine groups are now organized so that follow-up contacts can be made with the cooperators at meetings instead of through the time-consuming method of farm visits. However, the initial contact each year is made at the farm. Timely circular letters and printed publications are mailed to all cooperators. The professor of farm management at the University of Florida has become intensely interested in the methods pursued and results



obtained. As a result of his interest, one tour is made annually by his class in agricultural policy to one community, and his farm management class has used much data from the cooperators' records and annually makes field trips to some of the farms.

Assistance to Negroes.- Approximately one-half of the work done in the farm-and-home-planning project is done with Negroes; one of the training meetings for veterans' teachers was for Negro teachers; one day was given to farm management instruction in a Negro 4-H camp; and one day to assisting in the annual conference of extension agents.

A one-week school for teaching extension methods to Negro county and home demonstration agents was conducted by the Florida specialists. A discussion period was conducted each morning, and one of the work-shop periods each afternoon.

### Puerto Rico

The farm and home program.- The Farm and Home Program began in 1943. It was the intention of the Extension Service to integrate all the agricultural recommendations in a coordinated farming system in which the farm and the home were to be considered as a "unit." To conduct this program, a combined farm and home result demonstration was established, and name given to this type of demonstration: Model Farms. After a 3-year test the program did not give the expected results.

After a conscientious study of the program since its beginning, the following conclusions were reached:

- a. The objective of the program was without any doubt good and necessary for the farmer and his family, but the methods used to carry it out were not the best.
- b. The requisites and regulations established to select and approve a farm and a home for the demonstration hampered the program.
- c. The field personnel was not properly informed of the true philosophy of the Farm and Home Program. They thought of it in terms of a mere long-time result demonstration, instead of as a new coordinated and integrated extension teaching method.
- d. It was necessary to change completely the terminology and the methods of procedure already established in order to change the pessimistic attitude with which the field personnel viewed the program.

Convinced that it was necessary to continue the program but using a new approach, it was decided that a new large-scale farm and home management program be established for the island. In this new



program every farm and home is going to be worked as a "unit." A balanced farming system is to be developed. The field personnel, the supervisors, and the extension specialists are going to work each farm and home in an integrated and coordinated system. Perhaps balanced farming, at first inspection, may appear to progress slowly in the amount of farms and rural families covered, but we are sure that in the long run it will be an effective, complete and permanent extension program.

### South Carolina

In 1947 members of this department cooperated with the extension home management specialist, other specialists, and county extension agents in conducting work on complete farm and home plans with certain farm families and following this work up throughout the year.

The number of complete farm and home demonstrations conducted in 1947 was 66. The majority of these demonstrations had been under way in previous years but had not been actively followed up during the war years. The follow-up work with the existing demonstrators consisted of reviewing and revising old plans and setting up new goals in the light of changed conditions.

One of the major activities relative to the farm-home demonstrations involved planning for the wise expenditure of savings and current earnings.

Farmers were cautioned to buy conservatively and to beware of new and untested products. The demonstrators were provided with the latest information on home management problems and also for the development of the farm. Detailed plans for improving the home and grounds surrounding the buildings, farm layout, developing pastures, and providing for sound cropping systems, were worked out cooperatively with the farmers.

The usefulness of the complete farm and home demonstrations extends beyond the benefits to individual farm families in that such demonstrations serve to show results of well coordinated farm and home planning to the community.

### Tennessee

A series of three short courses in integrated farm-home planning and development for assistant agents and home demonstration agents in District IV was held during the past year. The workshop method was used with the agents devoting 3 days at each school in working out methods for assisting farm families with the development of successful farm-home plans. The extension economist assisted with one of these schools which was held at Clinton on August 27-29. Plans call for similar schools in other districts in 1948.



Assistance was given in planning these schools, in making arrangements for them, and in holding them. The schools were substantially in the form of workshops, each with an actual test-demonstration family and farm as the problem.

A development in the Tennessee extension work in 1947 was the adoption of a balanced farming program as a means of coordination of extension effort in different fields and of carrying to larger numbers of farm people the lessons in farm development demonstrated in test-demonstrations and other whole-farm-and-home demonstrations. Assistance was given in outlining this program and in developing materials for it. In particular the need and opportunity for careful planning of individual balanced farming programs as indicated by studies of test-demonstration farms and groups of such farms were brought to the attention of the administrative staff and other specialists in developing the balanced farming program and of county extension workers in farm and home planning schools.



## TEST DEMONSTRATION PROGRAM, TVA COOPERATING

While this program is set up in the States in cooperation with TVA to demonstrate on representative farms the value to be had from the use of certain fertilizer materials produced by the TVA, it assumes the use of these materials under constructive conditions. The co-operative agreements provide that a farm program will be worked out on each demonstration farm which will conserve soil and water resources, make good use of the land, labor and power on the farm, and use fertilizer materials under conditions most favorable to the production of farm crops. This program thus envisions a farm plan on each of the demonstration farms.

In studying the statements which follow, the reader should bear in mind that the so-called non-valley States and the non-valley counties in the Valley States have a much less intensive program under way than do the Valley States and counties. Administrative policy of the TVA establishes this pattern.

### Alabama

The Unit Test Demonstration Program has been conducted in 15 watershed counties.

Extension agents in the respective counties have devoted their efforts to three major phases of the Valley Agricultural Development Program, namely:

- I. Test Demonstrations
  - A. Unit Test Demonstration Farms
  - B. Area Test Demonstrations
- II. Public Land use
- III. Readjustment.

The Unit Test Demonstration Program outside the watershed of the Tennessee River.- Unit test demonstrations set the pattern for agricultural development in counties with this program.

Twenty-eight of the 52 counties outside the watershed of the Tennessee River have approximately 273 active unit test demonstration farms.

The objectives of the Unit Test Demonstration Program may be broadly defined as follows: (1) To Provide a means of measuring the value, effect, and best method of use of new forms of phosphatic fertilizers developed by TVA in its experimental plants; (2) To provide whole farm tests and demonstrations to determine the agricultural adjustments that may be economically made when experiment-



al findings are applied to the whole farm on a practical basis;  
(3) To provide sources of information and practical demonstrations for use in developing agricultural programs.

To assist test demonstration farmers in the improvement of their farms as whole farm demonstrations, and to help them to develop into better leaders, meetings were held at three of the experiment substations; namely, Upper Coastal Plains Substation, Tennessee Valley Substation, and Sand Mountain Substation.

Training meetings of unit test demonstration farmers have been held by county agents. Such meetings are usually held on one of the unit test demonstration farms. The meetings are devoted to studying results obtained and planning operations for the future. Usually a map of the farm is used and plans are made which involve:

1. The use of all the land on the farm for the purpose it is best suited.
2. Production of a living at home.
3. Devoting a reasonable acreage to cash crops.
4. Using the remainder of the land for the production of feed to be fed to livestock to produce meat, milk, or eggs to be sold for cash, but specific livestock enterprises are selected and feed crops produced for them.
5. Doing jobs on time, such as land preparation, planting, etc.
6. Using recommended varieties, fertilizers, insecticides, etc.
7. Using recommended practices in feed, care, and management of livestock.

The information developed on unit test demonstration farms has been spread to other farms through such means as field meetings and tours on unit test demonstration farms, circular letters, color slides, bulletins and circulars, news stories, pictures, fairs, and farm labor shows. County agents' reports indicate that 173 meetings were held on unit test demonstration farms in 1947, with 3,467 people attending. An example of the type of field meetings or tours held on unit test demonstration farms is found in Pike County. In this county the policy of having an annual tour of unit test demonstration farms has been adopted. The tour usually ends on one of the farms for a barbecue lunch, and a discussion program is held in the afternoon.



## Georgia

The test demonstration farm activities in Georgia were begun in 1935 and were continued through 1947. Representative farm units in 45 counties have been cooperating with the Extension Service and TVA in a program of soil enrichment and better management for greater farm income. At the end of 1946, due to administrative changes, it was found necessary to make considerable adjustment in the test demonstration program. It was necessary to change most of the old demonstrators to a full cash basis for their phosphate and plans were made for the selection of new unit demonstrators to test fused tri-calcium phosphate. Community meetings were held in all counties and county committees were set up to assist in making the necessary adjustments among demonstrators in the county.

A total of 180 new farms were added in 1947. Two new area demonstrations were developed and approved and four older areas were changed to "full pay" basis. Most all of the area demonstrations were changed to fused tri-calcium phosphate. The Georgia-TVA Council made a 2-day tour of the Valley Counties.

Unit test demonstration farm families furnish local and State extension workers with much information useful in carrying the various agricultural program to all farms. They are major stops on many tours. They are the subjects of dozens of newspaper stories. They furnish material and facts for many county and State reports. The spread of practices is, of course, the greatest value of the results they obtain.

Test demonstration farms furnished the data and experience for a new extension publication during the year, "Strength for Living." This bulletin, with many pictures and interesting text, has been widely acclaimed as a new standard for agricultural publications and the demand for copies exhausted the available supply within a few months. Also growing out of the test demonstration work and the farmer cooperatives has come a new 16 mm moving picture, released last fall. The title, "My Neighbors and I" indicates the theme. It is an effort to show in an entertaining way all the essential information needed to organize, operate and develop a farmer's co-op. It has found an immediate audience.

## Kentucky

Several demonstration farms of individual farm planning were established on cooperators of the phosphate program of Tennessee Valley Authority. These are well under way. Establishment of several new demonstration farms in each of the seven Valley Counties is contemplated this year. An associate county agent in farm management has been appointed to perform work of this nature and other farm management extension.



### Louisiana

Since 1938, unit and area test demonstrations have been conducted by the State Agricultural Extension Service in cooperation with the Tennessee Valley Authority. In 1947 about 90 percent of these demonstrations were located in seven parishes. Mr. T. H. Milliken is in charge of the field work on this program and the specialist is responsible for the farm record phase. It is expected that in 1948 a complete summary and analysis will be made of most all of these records for the last 4 years.

### Mississippi

Unit Test Demonstration Farm Records.- The Extension Service and Tennessee Valley Authority cooperated in 1947 in conducting the Test Demonstration Farm Program. It is the duty of the Extension Economics Division to analyze the records obtained from the cooperating farmers and to prepare suitable reports for administrative and educational purposes. A total of 450 farm records was submitted by the supervisor of test demonstration farms for tabulating and analyzing. Due to curtailment of funds from TVA, the additional responsibility of obtaining accurate and complete records from the county agents was added to this division.

A new farm and home summary and inventory form was devised for the Southern States for the year 1947. It is to be prepared by county extension personnel and will be used for program analysis and development at the county, State, and regional levels, and also for planning and action on the individual farm by the operator and county extension personnel. It was necessary for a number of the division to visit each of the remaining 19 counties in the program and explain the preparation of the new form. Additional time was spent in encouraging the record-keeping phase of the program. Instructions were given in ways to obtain more complete and accurate farm records.

### North Carolina

The farm management result demonstrations consist of demonstrating on an average farm, good farm management and organization and use of all approved practices which fit into the operation of the farm. It is necessary to develop a farm plan and provide the farmer with technical information about practices.

The unit test demonstration is conducted like the farm management demonstration and the farmers are furnished TVA fertilizer at freight and handling cost.

Since the farm management demonstrations include the entire farm and in many cases the farm and home, it takes several years to establish a really good result demonstration. Over the last 10 years many of the agents have developed outstanding demonstrations which are pointing the way to a new and better agriculture in North Carolina. The



answer to questions about additional enterprises may be found on the demonstration farms. The county agent who has developed such demonstrations over the years has only to point out what some farmers in the county are doing and help others to adopt such systems. In Union, Mecklenburg, Catawba, and Cleveland counties many of the farm management demonstrations indicate how cotton may be fitted into a balanced farm program. During the year Director Schaub took the county agents of the Southeastern District to visit one of the unit test demonstration farms in Union County which shows how cotton can be fitted into a farm program. This same farm has been featured in an article in the February issue of Country Gentleman.

News articles were prepared periodically on the demonstration farms. The purpose of the news articles was to help spread the results of the demonstrations to other farms in the State. They also gave a morale boost to the demonstration farmers who have done such excellent work.

#### Oklahoma

Assistance has been given to the extension agronomist and county agents in eight counties on the TVA program. This assistance has involved the completion of farm records on the cooperating farms.

#### South Carolina

The Farm Unit Test Demonstration Program was continued in 1947 in 17 counties. In these 17 counties a total of 162 farms are following a complete farm plan developed by the county agent and farmer concerned under the supervision of the supervisor of unit test demonstration farms. Although work was continued with all farmers in this program, only 90 received TVA fertilizer material during the calendar year 1947. These 90 cooperators received 197 tons of triple superphosphate for use on such non-row crops as permanent pasture, annual grazing, perennial legumes, and annual legumes. The results obtained from following the practices agreed upon are reported to the Extension Service by the farmers through the keeping of complete farm account records.

Procedure.- The general procedure in establishing test demonstration farms is as follows:

- a. To make a farm survey of the farm in order to ascertain status.
- b. To make a map of the farm showing the location of fields, fences, streams, types of soil, etc.
- c. To make laboratory tests of soil samples from each field to determine lime requirements.



- d. To formulate a 5-year land use and cropping agreement indicating crop rotations, mechanical erosion control measures, etc., for each field.

In addition to the foregoing, the demonstration farmer is required to keep an account of his business transactions each year for a period of 5 years. He is required to pay the freight on all fertilizer supplied by the Tennessee Valley Authority, to supply lime and other needed amendments, and to cooperate with the county agent in developing a sound system of agriculture on his farm based upon the control of erosion and maintenance of soil fertility.

The principal objectives and purpose of the test demonstration project.-

1. To obtain information as to the value, effect, best methods of use, and economic returns of fertilizer produced by or for the Authority on practical farms under conditions which promote balanced agricultural development and the reduction of soil and water losses.
2. To analyze, appraise, and interpret the information obtained in a scientific manner so as to be useful to:
  - a. The institution in developing and evaluating its agricultural extension program and in formulating experiment station activities relating thereto.
  - b. The Authority in the operation of its experimental fertilizer plant.
  - c. Individual farm families and their organizations in planning and carrying out their respective programs.
3. To encourage the wide-spread adoption of those types of fertilizers and farming practices proved to best satisfy the needs of a sound agricultural development.

Number of active test demonstration farms and location by counties.-  
Since the program began in South Carolina, 250 farms have been established in 17 counties. However, due to either lack of interest, failure to keep a farm record, death, sale of farm, and various other reasons, 88 of these farms have been made inactive. This leaves at the present time a total of 162 active unit test demonstration farms in South Carolina.

Results and accomplishments being achieved by test demonstrators.-  
The Unit Test Demonstration Program has resulted in significant changes in the acreages of the various crops grown on the unit test demonstration farms in South Carolina. Our records show that there has been a decrease in the acreages of row crops and an increase in the acreages of soil-conserving and soil-building crops. The acres



of cotton and corn have decreased, whereas the acres of hay and most small grains have increased. Also the acres of annual Lespedeza, kudzu, Lespedeza sericea, and annual grazing crops increased materially whereas the acreage devoted to cowpeas, soybeans, and velvet beans decreased. Also there were some increases in the acreage devoted to alfalfa and grain sorghums. Much has been accomplished in pasture improvement.

Farm tours.- During 1947 farm tours and field meetings were held by all test demonstration counties. However, such meetings or tours at which stops were made at test demonstration farms were reported by only 11 of the 17 test demonstration counties. These tours and meetings were attended mainly by farmers together with a few agricultural workers. In a few instances field meetings were held on test demonstration farms for the benefit of college students studying farm management.

### Tennessee

The purpose of the test demonstration program is (1) to provide a needed extension mechanism through which agricultural science may be brought more effectively to bear in the sound and successful organization and operation of farms and homes; (2) by use of these demonstrations to help rural people solve their problems.

Unit test demonstrations designed to develop and demonstrate successful, balanced farm-home programs are now being conducted in practically all counties of the State. In the Tennessee Valley counties this program has been carried on in a much more intensive manner than in the non-valley counties. However, a limited number of such demonstrations on a less intensive basis are being conducted in most of the non-valley counties.

Most farm unit test demonstrators secured a copy of the revised book for use in 1948 through their county test demonstration associations. Visits were made to some of the less experienced assistant county agents and assistance given in the completion of record books.

Assistance also was given in preparing a form for a statistical report of an area test demonstration. This form was distributed to assistant county agents who were assisting community leaders in preparing reports of accomplishments in area test demonstrations of five or more years duration. Some 28 such reports have been or are being prepared.

Assistance was given to extension agents in Maury County in preparing a detailed report of the Rally Hill area test demonstration in that county.

A study of seven selected farm unit test demonstrations located on the Cumberland Plateau, started in 1946, was carried forward



during 1947. It relates to the financial implications of test demonstrations and the financial obstacles to the development of improved farming systems. The study reveals that approximately \$3,000 per farm was invested in improvements and additions to farm property on these small farms (50 to 80 acres of cleared land each), in a 9-year period of development as test demonstrations. It indicates that this amount of investment was more than returned in the form of increased income and increased value of farm property under the conditions of rising prices which actually obtained during the 9-year period, 1937-45. It indicates that if prices had been stable during the period, the returns in the form of increased income and increased value of property would have been approximately equal to the amount invested. In a period of falling prices, the returns would have been less than the amount invested.

The study reveals some weaknesses in the development of the seven test demonstrations which materially reduced the effectiveness of the materials, money, and effort invested (such as failure to lime the farms adequately at the outset and to control death losses of livestock).

#### Texas

The major portion of the man power in the farm management section has been devoted to the several phases of the farm unit demonstrations. The approximate number of man days spent on this program for the past year was as follows:

C. E. Bates	115
John G. McHaney	73-1/2
Brown O. Spivey	99

In relation to 1946, this means that the amount of effort expended on farm unit demonstration work was almost trebled. The counties to which assistance was extended increased by 2-1/2 times so far as farm records were involved. Forty-three counties were assisted. A total of 363 demonstrator families were involved in the program of farm and ranch accounts.

Early in the year plans were set up for conducting training meetings to improve the farm and home financial planning with the farm unit nucleus of demonstrators. The purpose of the training meetings was primarily for (1) acquainting county extension agents with the techniques needed in developing farm and home plans with demonstration families, (2) developing among extension staff members a better understanding of the possibilities of farm unit demonstrations as a method of doing extension work, and (3) determining the methods by which extension specialists might be utilized in conducting effective farm unit demonstrations.

A total of 34 training meetings was held dealing with planning and other phases of farm unit demonstrations. A series of four sub-district meetings was held dealing specifically with the value of farm records in planning.



Participation of all specialists in the full development of farm unit demonstrations has not been general, although encouraging progress has been made during 1947. Those working most directly with the planning phases of the program are in the fields of housing, pastures, soil fertility, family life, dairying, visual aids, wildlife, poultry raising, and marketing. The October issue of *The Extensioner* carried a story on method of developing farmstead and home plans with a farm unit demonstration family and local agents in Angelina County.

### Virginia

Since it is necessary to localize the farm management teaching by dealing with individual farms, extension activities are predicated upon the farmer's willingness to keep records and accounts in the operations of the business. Specialists reached a total of 1,234 unit demonstration farms. Four hundred and thirty-seven of these were located in the Valley Counties. The others were scattered rather generally over the State except for the southeastern portion and the eastern shore. In all cases the farmers kept complete records on their farm business operations. These will be summarized as early as possible in 1948, and the results are to be used as a basis for recommending improvements in the organization of respective farms.

On 392 farms in 28 counties outside the valley area, records were opened and closed by the county agents. These were checked by the specialist serving that region and analyzed for additional information. The cooperators were later visited by the county agent in company with the specialist for the purpose of making recommendations as to possible improvements in the business.

The following three projects illustrate the approach used in Virginia:

#### Project I. - Purpose.-

1. To assist 406 Extension-T.V.A. unit demonstration farmers in 27 counties to manage their farms so that they will serve as a demonstration of practical farm management in their communities.
2. To assist Virginia farmers other than the above to improve their farm management plans and practices.
3. To give county extension workers the latest scientific information on farm management.

Method used.- The principal work done in carrying out the projects was to assist 406 Extension-T.V.A. unit demonstration farmers in keeping complete farm accounts, assisting them in planning their farm program to make maximum use of their resources,

and to carry out the purpose of a demonstration farm which is to be a demonstration of practical farm management.

There were 296 complete usable record books turned in to the State office. The difference in number of demonstrators and record books turned in was caused by the reorganization of the work in several counties where old demonstrators were dropped and new ones started. Complete records were not expected this year from the new demonstrators.

One hundred and fifty-five visits were made to Extension-T.V.A. unit demonstration farms during the year. These visits were made with the county agent and in some cases the new demonstrator was assisted in making detailed plans for his future farm operation.

The visits to the old demonstrators were made after the farm account books for the farm had been analyzed.

Thirty-five meetings and conferences were attended during the year with a total attendance of 1,203 people. Some of these meetings were in the nature of an achievement meeting for the demonstration farmers and in most cases the farmers presented part of the program. The film "Building a New Dominion" was very effectively used at this type of meeting.

Project II. - During the year plans were made with the county personnel for incorporating woodland management with the regular farm plan in order to round out the demonstration program.

Project III. - Purpose.- The purpose of this project is to demonstrate to the cooperating farmers and to other farmers in the community the effects of certain farm practices on farm profits and soil conservation when carried out over a long period of time. Efficient operations for continuous and increased profit is the aim of these demonstrations.

Method used.- Assistance was rendered county agents and farmers in keeping and closing out farm records on 392 farms covering six major types of farming in 28 counties. The work of opening and closing these accounts was done largely by the county agents. The work of checking, obtaining additional needed information, and summarizing the records was done by the specialist. In most cases recommendations for future operations were made by the specialist and the county agent when the individual cooperators were visited to secure additional information on their records.

Results.- The majority of the records started were completed. This project has been of great value to farmers outside the Tennessee Valley watershed in terms of the value of the phosphatic fertilizer received, the resulting increase in better cover for the land, in crop and livestock production on cooperating farms, and in the demonstrational value of the project to other farmers.



The success of this project is due, primarily, to the T.V.A. for making phosphate available to cooperating farmers, to the county committeemen for their careful selection of demonstrators, and to the cooperation of all agencies involved.

On January 25, at the request of W. E. Harvey, County Agent, the specialist met with 21 Mocklenburg County farmers and explained record keeping to them. These 21 men signed an agreement similar to the one signed by Extension-T.V.A. unit demonstrators, and they will conduct unit demonstrations on their farms with materials furnished them by P.M.A. The specialist will close out and summarize and return the record books to these men in January 1948.

## FARM RECORDS, THEIR SUMMARY AND ANALYSIS

All of the 13 Southern States and Puerto Rico have one or more farm record book form available for distribution to farmers. Some of these are distributed free while other States sell them at cost to farm operators. The following statements indicate the amount of emphasis being placed upon this phase of the farm management program by the several States.

### Florida

Florida's two farm record books, one intended for general farming and one for vegetable growers, have been revised and will soon be ready for distribution. The main revisions were made for the purpose of attaining conformity with Federal income tax forms.

Major revisions were made also in the 4-H garden record book, and minor revisions in the 4-H agriculture record book.

Now 4-H record leaflets have been prepared for six club projects. They are intended for the use of club members 10 to 13 years of age, who complain that the books now used are too difficult. No doubt, graduated books are desirable for 4-H Club members as well as for public school students. These leaflets were prepared cooperatively by a student and the extension economist.

### Georgia

Farm account work received more emphasis in 1947 than in any previous year as indicated by the number of farm record books which were distributed. More than 600 complete farm records from 38 counties were submitted for summary and analysis by farmers, in connection with the unit test demonstration program carried on in cooperation with the Tennessee Valley Authority. This work has continued for 13 years and the analysis of records over this period has proved very helpful to extension workers in carrying on their program. An analysis of the changes in land use and enterprise combinations was made on 34 farms from which complete records had been received for the 12-year period, 1935 to 1946, inclusive. Another analysis concerned the changes and adjustments made on 31 farms within the Valley Counties in this State, which were dependent upon cotton as the principal source of income in 1935. This analysis was developed into a bulletin entitled "Strength for Living." Assistance was given to the analysis and development of the subject matter for this publication. Farm account work is a fundamental phase of extension work in farm management and has gained in importance due to the necessity of accurate records for the purpose of income tax reports. Its importance has been demonstrated by requests for more than 12,000 farm records in 1947 for all purposes.



## Kentucky

A total of 2,843 farm account books were placed in the hands of agricultural workers for use by farmers. One thousand eight hundred and eight of these books were mailed to county agents and 1,035 to agricultural teachers and farmers.

Five discussion meetings were conducted with Utopia Clubs and veteran groups concerning the place and use of farm records in a farm business. These discussion meetings were based on "agree and disagree" questions.

Test demonstrations.- The most significant phase of measuring the farm business was accomplished in providing farm analyses to individual farmers. This was done in the Tennessee Valley Counties for new cooperators in the Fused Tri-Calcium Phosphate Program of the Extension Service and Tennessee Valley Authority. In this instance, Farm and Home Summaries were obtained from each cooperator using his farm record. These summaries, 100 of them, were then analyzed and an analysis sheet prepared. A separate analysis sheet was prepared for each cooperator. These were returned to the cooperators in county group meetings. Seven meetings in seven counties in four days accomplished the job of returning the analyses. Returning this type of an analysis sheet in groups is much more satisfactory than returning them individually. The field agent has more time and a better opportunity to discuss general farm management problems. In another year the analyses will be done for each county by the extension agent. The field agents prepared a set of instructions for guiding the county workers. Next year between 400 and 500 farms in these counties will have a farm analysis.

## Mississippi

At the request of the coordinating council of Yalobusha County, a record keeping project was set up in that county. The cooperating farmers were selected by the county agent and vocational teachers, thus insuring their even distribution over the entire area. Only land owners were chosen, but the size of farms varied considerably. Four of the cooperators were Negro families. At the beginning of the year the farm management specialist visited each of the families and helped them set up an inventory of farm assets. Instructions in keeping the record book were given and the first items entered in the book. Each farmer was again visited in mid-summer and the record book brought up to date.

At the end of the year the cooperators will again be visited. At this time new inventories will be taken and the records closed for 1947. The record books will be brought back to the college, summarized, and analyzed. Strong and weak points in the present farm business will be pointed out to the individual farmer. This

record will serve as a basis for future farm planning on the part of both the farmer and the agricultural workers in the county.

### North Carolina

More work was done on farm records than was anticipated in the 1947 plan of work due to the usually large number of requests for farm records and for assistance in record keeping. In the plan of work it was indicated that 3,492 white farmers and 4-H Club members and 713 Negro farmers and club members would keep farm accounts. This is much lower than the actual number of records kept. Approximately 20,000 copies of the North Carolina Farm Record Book and the simplified farm record were distributed through this office. Another 20,000 copies of the North Carolina Farm Record Book were distributed through the Veterans' Farm Training Program. Letters from the county agents indicated that all of the records sent to them were used. Numerous requests were received for record books which could not be filled because the supply was exhausted.

Many letters were received from individual farmers requesting copies of record books. Most county agents planned some record work in 1947 but they, like the Farm Management Department, did more work in records than was anticipated.

Neither of the two record books previously developed by the department are suitable for the farms operated by share croppers. A group of farmers in Nash County requested that a record book, designed for their type of farming, be developed. With the assistance of these farmers and Mr. Hollowell, agent of Nash County, and Mr. Powell, agent of Edgecombe County, a record book was developed. This book has been approved by the Internal Revenue Department. This record has already received wide acclaim in eastern North Carolina from both agents and farmers. Plans are now being made to have these books distributed by the Student Supply Store on the campus for a minimum charge. The farmers have indicated that they will be very glad to buy the record book.

Years of experience in checking the North Carolina Farm Record Book indicated certain points were not understood by farmers. A short paper discussing the troublesome points and the correct way of handling them was prepared and distributed to all of the agents and the Veterans' Administration for distribution to the veteran trainees.

A total of 41-1/2 days was devoted to farm record work with 38-1/2 days in the office and 3 days in the field. Most of the time in the office was spent in developing the new record book; preparing instructions for keeping records; and in checking, summarizing, and preparing analyses on the records kept by demonstration farmers. The 3 days in the field were devoted to conducting meetings on record keeping and in checking the new record book with the farmers of Nash and Edgecombe counties. All of the records submitted to this office for analysis were kept on farm management result demonstrations. Pertinent information is taken from each record book and kept in the files. This information is a



basis for studies of progress on the demonstration farms and for news articles. It is hoped that the Experiment Station will be able to make wider use of the records in its research work in the future.

The records submitted by the demonstration farmers in 1947 were by far the best ever submitted. This indicates that the agents have been doing a better job of assisting the farmers and that the farmers themselves are showing more interest in the records.

#### Oklahoma

Work done during the year on farm records or farm accounting might be divided into three sub-heads: (1) That done with individual farmers; (2) that done with farm groups organized into artificial dairy breeding and improvement associations, and (3) that done with farmers' cooperative marketing or buying associations. Work done with each of these groups has an element of recording and analyzing business transactions for the purpose of studying the business - giving management or managers some basis for business decisions. The work done with each of these groups has also an element of determining how much income tax might be due, or in the case of the organized groups - proving that their business has been handled in such a way that no profit above a reasonable reserve has been retained by the association and, therefore, no income tax due.

Whether an individual farmer is interested in farm record keeping for purposes of studying the organization of his own business, or whether he is interested chiefly in securing information for income tax reporting purposes, the primary purpose of extension workers and county extension programs should be to emphasize the need for keeping adequate records. The Oklahoma Farm Account Book has been made available through each county agent's office. Also, under the veterans' agricultural training program, each trainee has been required to keep a farm account book. A total of 24 meetings was held with VAT classes with attendance of 1,056. Five of these meetings were with instructor groups.

A total of 99 individual farm account books was summarized during 1947 on farm business of the year 1946. These books came from six counties in the wheat area of northwestern Oklahoma, five counties in northeastern Oklahoma, and two counties in southeastern Oklahoma. Most of the records collected in eastern Oklahoma came from farmers who are carrying on T.V.A. farm fertilizer demonstrations.

#### Puerto Rico

Five training meetings were conducted to acquaint groups of farmers with farm records and accounts. Ten farm record books were analyzed.

## South Carolina

In 1947 more farmers than usual requested farm record books from county extension workers and from the State Extension Service. Supervision of the keeping of farm account records was performed to a greater extent than usual by local county extension workers. However, State extension economists assisted many of the agents in closing out their farm records and in several counties helped check the records to bring them up-to-date during the year. In addition, they continued to provide training for county extension workers to familiarize them with the keeping of farm records in order that they may assist farmers with the keeping of their records.

Although the farm records kept by many farmers are not forwarded for closing, a number of such records are sent in for summary and analysis. In 1947 county agents reported 180 farm records and 63 farm and home account records kept by farmers. The home account records are summarized and analyzed by the home management specialist located at Winthrop College, Rock Hill, South Carolina. The keeping of complete farm account records is encouraged for older 4-H Club members. Negro farmers keeping farm account records are provided the same type of supervision that is provided other record keepers.

Analyses of records for 1946.- The 114 farm account record books kept by farmers in 1946 and forwarded to the State extension office during the spring of 1947 were summarized and analyzed. Copies of this information were made available to county agents, farmers keeping the records, and other interested persons. In addition to receiving an analysis report of all the farm records analyzed, each farmer having a record in the study was also furnished an individual evaluation of the factors affecting his own farm business in order that he might know his strong and weak points.

## Tennessee

The Tennessee Farm Record Book, which has been in use for several years, was revised late in 1947 and will be available in revised form for use during 1948.

Assistance was given in supervising the work of summarizing approximately 1,000 farm business records, preparing a report of each for the county extension workers and farmer concerned, and bringing up to date tabulations of year-to-year data recorded for each farm with records for previous years.

A new farm and home summary and inventory form was developed during the year, and preparations were made for putting it into use as a summary of and supplement to the 1947 farm business record of each unit test demonstration farm.

The periodic inventory and annual summary of operations and accomplishments provided for are expected to form a readily available,



comprehensive, factual statement of the status and progress of each farm unit test demonstration. The form was developed by joint effort of extension economists and test demonstration supervisors of the seven Tennessee Valley States and the Agricultural Relations Department of the Tennessee Valley Authority.

Assistance was given in developing the form, in writing suggestions and instructions for county extension agents as to its use and in planning for its use in the State office. As a part of this assistance, conferences were held with agents and test demonstration farmers to get their reactions and to learn of problems and situations in the county offices relating to the information needed in such a summary and inventory and the feasibility of assembling and recording it.

Assistance was also given in preparing for a series of 1-day schools for county extension agents on its preparation and use, which are to be held in early January of 1948.

At the request of extension administrative officers an outline for a report of an individual farm unit test demonstration covering a period of years was prepared and distributed to approximately 25 assistant county agents who were being requested to prepare such a report.

Each unit test demonstration farmer is required to keep a complete farm account. During December or January group meetings are held for the county agents and assistant agents to give training in completing the record books. One of the economic specialists attends these meetings to assist with the instruction.

The assistant agent completes the book and makes a brief summary for the farmer. Then the book is sent to the extension farm management office for transfer to a State office record and a detailed analysis prepared for return with the book to the county.

### Virginia

The specialists continued the practice of summarizing the farm accounts in the nine Valley Counties and the results of the analysis of these summaries were used as a basis of recommendations on the respective farms as well as other comparable farms in the county.

During the year of 1946 complete farm records were turned in on the number of farms listed in the following counties:

<u>County</u>	<u>Number of records</u>	<u>County</u>	<u>Number of records</u>
Bland	34	Tazwell	36
Lee	118	Washington	101
Russell	28	Wythe	38
Scott	55	Wise	4
Smyth	23	Total	437

Results.- Practically all of the farm records were completed. Through the use of the farm record analysis, farm progress reports have been written in each of the counties.

## FARM ENTERPRISE RECORDS

### Mississippi

The Poultry Division has a number of farm flock demonstration cooperators over the State. These flock owners keep records of their poultry enterprise. The records include monthly beginning and ending inventories, egg production, sales, expenses, and home consumption of poultry and poultry products. Copies of these records were mailed to the State office each month where they were summarized and analyzed by the Economics Division.

A set of efficiency factors was worked out for each flock as well as averages for the entire group of cooperators. An analysis of the individual flock compared with the group as a whole was mailed back to each cooperator, thus giving the individual demonstrator an opportunity to compare his poultry enterprise with those of other demonstrators in the project. In addition, the summaries give the cooperator and extension workers a basis for keeping current on conditions on the farms regarding egg production and flock management. They provide good educational material to be used by the Poultry Division and others who work with farm people. An average of 27 records were analyzed each month.

### South Carolina

Enterprise records are collected for the purpose of obtaining factual information from farmers regarding a particular enterprise. Although the collecting of enterprise records is a function of the particular department involved, members of this department provide guidance in formulating the record forms to be used. In addition, it is the responsibility of this department to furnish any necessary supervision desired in the analysis of such records. These records are analyzed on a State or area basis and the results are transmitted back to the farm people through the county agent by means of group conferences, personal contact, circulars, radio and newspaper publicity, and circular letters.

In 1947 extension economists supervised the summary and analysis of 628 5-acre cotton contest records. Also during 1947 they assisted many of the specialists in preparing new record forms to be used.



## LABOR UTILIZATION AND EFFICIENCY

The educational work in labor efficiency received great impetus during the war and immediately following as a result of high wages paid for farm labor and the stress placed upon labor efficiency and training by the farm labor program.

The statements reproduced below indicate the emphasis given this phase of farm management by economists in some States.

### Alabama

A new method in Alabama of spreading the information developed on unit test demonstration farms was used in 1947. This was through the farm labor show. The purpose of this show was to exhibit methods of saving labor on the farm. An attempt was made to show through a model of the unit test demonstration farm of J. B. Easterwood, Randolph County, how high production and high income can be obtained, with a minimum of power and equipment, by taking the recommendations of the Extension Service, which are based upon research of the Experiment Station, and applying them on a whole farm basis. A model of the farm 4 x 4 feet was made by the Architecture Department of the Alabama Polytechnic Institute. It showed every feature of the farm, such as fields and the crops grown on them, woods, farmstead, pastures, buildings, fences, ditches, streams, roads, etc. It was made to scale even to topography. It was an important part of the farm labor show and attracted much attention. The farm labor show was put on in 31 counties and was attended by 60,289 people.

### Kentucky

Eleven percent of the field agents' time was spent on labor utilization which, in the farm management extension program, means work simplification. The emphasis was placed; first, on making the work easier; second, improving the farmstead and farm building arrangements; and third, the work procedures followed in performing work. A great deal of the fundamental information about simplifying farm work has been obtained since 1943 as it relates to the more important farm industries on Kentucky farms. Of greatest interest, of course, is the information made available by the Kentucky Experiment Station on work simplification in tobacco. In addition, the information developed by other experiment stations on dairy, hay harvesting, poultry, and truck crops has been utilized effectively to present a well-rounded program of work.

In early summer a trip was made to the mountain area to visit representative farms to determine the needs of farm management extension. From the farm visits in this area the conclusion was reached that labor was a limiting factor to the size of farm business on a large number of mountain farms. Not because the labor

was unavailable but because the utilization of the labor was so inefficient, using laborious methods which made it impossible for an average family to have a farm business of any consequence.

Following these farm visits, the conclusion was reached that considerable work needed to be done on assisting these farmers in making the work easier and more efficient. To do this, meetings were held in eight counties on the subject of work simplification. The county agents were asked to invite thinking farmers and leaders of farm industry with the thought in mind of introducing the field of work simplification to them. The meetings were centered about discussing simplification of work on the jobs most common in the area followed by a movie entitled "Time's A Wastin'," and then the meeting was opened for discussion to originate ideas on how they could accomplish more. The attending farmers displayed a great deal of interest in this field of work.

The principles of work simplification have had a great deal of influence on general farm management discussions relating to all types of subject matter. The field agents have made a special effort to emphasize this phase in all of the meetings.

In February and March the two field agents demonstrated an exhibit of a suggested farmstead layout at 13 presentations of the farm and home equipment show. The total attendance at these 13 shows was about 13,000.

The field agents conducted 22 tobacco cutting demonstrations in 11 counties. The total attendance at these meetings was 783. A farmer, experienced in the recommended method of cutting tobacco was used to demonstrate the suggested techniques. The field agents emphasized points of discussion related to farm management and work simplification as they apply to the harvesting of tobacco.

### South Carolina

Extension economists participated actively in the farm and home labor-saving shows put on by the Clemson Extension Service throughout the State and also exhibited at the State Fair in Columbia, South Carolina. The show brought together and presented much labor-saving equipment and many labor-saving practices and ideas.

Panels were prepared depicting efficiency in the management and operation of a farm as an exhibit in labor-saving practices. Planning and organizing the farm business, keeping records, and improving productivity were stressed in the display. Several methods of increasing labor efficiency were presented, such as ways of improving the farm organization to provide for a better utilization of labor throughout the year. Also examples of increasing efficiency through the substitution of larger-size equipment were shown by cartoons and pictures. Such substitutions ranged from one-row horse-drawn equipment to multiple-row tractor-drawn equipment.



The farm and home labor-saving show was exhibited in 41 counties of the State and was visited by some 78,000 farm people. An extension economist was present for most of the showings to explain the panels, answer questions, and give out pertinent literature.

### Tennessee

An extension publication, entitled "Efficient Use of Farm Labor in Tennessee," was prepared and published. The problem of increasing the efficiency in the use of labor was presented from the standpoint of how production per worker can be increased. The first printing of 10,000 copies of this publication was soon exhausted and a reprint has been made.

Two farm management exhibits were prepared for the Tennessee Rural Progress Show. One of these was a panel chart showing how a farm had been reorganized so as to greatly increase the total production and the efficiency in the use of labor. The other showed the relative increase in the cost of hired labor over a period of years.

### Virginia

To demonstrate soil conservation and labor saving, two 4 x 4 foot farm models were constructed, illustrating a farm before and after planning. Reduced row crop acreage and a rotated strip crop system were the main points emphasized in this project. These models were shown in about 36 Virginia counties with the regular farm labor show. Approximately 30,000 people in the State viewed the models.

Fourteen days were spent with the Emergency Farm Labor Show discussing and explaining an exhibit which was prepared by the Agricultural Economics Department and discussing principles of farm management with groups of people who attended these shows. About 11,000 people attended the show during the 14 days.

## FARM MANAGEMENT TOURS

While farm tours are merely one technique for teaching farm management facts and principles, it seems desirable to separate the statements on this subject into a separate section since the work applies to several lines of activity discussed in the report and consistently cannot be included with any one of them.

### North Carolina

Many tours were conducted by the agents in 1947. The Farm Management Department arranged and conducted seven tours during the year and attended three tours conducted by county agents. A tour was arranged and conducted for the Union County Unit Test Demonstration farmers to Haywood, Henderson, Buncombe, and Madison counties in July, and three tours were conducted to the McCullers Experiment Station during Farm and Home Week. Specialists attended farm and home tours in Henderson, Haywood, and Wake counties. The department arranged three tours for the Farm Management classes at the college. Since the specialists know the county agents and many farmers, it is much easier for them to arrange tours than the teacher. One tour visited farmers in Nash and Edgecombe counties; another tour visited farms in Chatham and Davidson counties, and the third tour was conducted in Wake County.

A specialist visited all Tennessee Valley counties in April and May to discuss holding tours on unit test demonstration farms and in area test demonstrations.

More tours of this kind were held in the area than have been held since 1941. In the area there were 147 tours held on unit farms and 94 tours held in area demonstrations.

### Tennessee

A circular on "How to Conduct a Farm-Home Tour" was prepared in cooperation with extension home management specialist. Assistance was given agents in conducting farm tours in two counties.

Supervisors of the unit test demonstration program from the seven Tennessee Valley States made a 1-week tour of outstanding farm and community demonstrations in Tennessee during May. Assistance was given in preparing analyses of farms to be visited and in planning the schedule for this event.

### Texas

Closely related to the program of improved farm management practices with demonstration families was the promotion of tours and field days showing results obtained. Agents report holding 31 tours to publicize results achieved where planning had been done. However, a majority



of tours emphasized the major enterprises or main practices on which achievements were most noteworthy. Attention is directed to the "Conservation Field Day" held at Rising Star in Eastland County on May 15, 1947. Although the chief emphasis on the field tours was directed toward results with hairy vetch, a special group of farm unit demonstrators made broader use of the morning period. Individual demonstrators related details of how vetch and conservation practices were being used to effectuate their farm unit demonstration programs.

## FARM TENURE

The activities reported by extension economists in the South, in this field have to do with educational work on three aspects of farm tenure, (1) farm lease agreements, (2) landlord-tenant cooperation, and (3) father-son agreements. In order to facilitate study the material has been classified, in some cases rather arbitrarily, under the three headings.

### I. - Farm Leases

#### North Carolina

The work of the Farm Management Department consisted of furnishing hundreds of lease forms, preparation of a bulletin on father-son rental agreements, and preparation of information on division of crops under mechanized conditions. The information on division of crops under mechanized conditions was mimeographed. A bulletin on this subject was planned but not prepared due to a new study being made by the Experiment Station in 1947 on this particular subject. It is hoped that a bulletin can be prepared in 1948. All letters requesting information on farm leases were answered. It took several pages to answer many of the letters. News articles were prepared periodically. One of the most popular news articles prepared by the department during the year was an article on elements of a good rental agreement prepared by M. S. Williams. Apparently, every paper in the State carried this article. Some work on leasing arrangements on livestock farms was done during the year by M. S. Williams and C. B. Ratchford.

#### South Carolina

From time to time throughout the year assistance was given by a member of the Farm Management Department, and county extension workers in the respective counties, to individual farmers in working out rental agreements for particular crop and livestock enterprises. Among the unusual enterprises included in this group were requests for assistance in working out rental agreements for the production of peaches, and certain truck crops on a share basis. It was noted that throughout the year the requests for assistance in working out rental agreements for the production of more livestock and livestock products increased. The same is true for agreements involving the use of more labor-saving machinery.

#### Tennessee

An increased interest in rental agreements, particularly the livestock-crop share type has been noted during the past year. To meet the demand for information on what constitutes a satisfactory rental system, Extension Publication 254, "Successful Systems of Renting Land in Tennessee," was revised. A reprint of the "Tennessee Flexible Farm Lease" was also made. Both these publications are being distributed and used in developing demonstrations of better land rental systems.



## Texas

Activities dealing with tenure and farm lease agreements have been limited to assistance to individual counties where the agricultural agents request help. Eight counties in five extension districts were assisted in developing long-time lease agreements, incorporating conservation practices or livestock-share clauses into tenant arrangements.

## II. - Landlord-Tenant Cooperation

### North Carolina

An experimental project in landlord-tenant relations has been established in Edgecombe County. This year was the second year of operation and as in 1946 an assistant farm agent and an assistant home agent devoted full time to the program. The Farm Management Department assisted in making the plans for 1947 in January. It is anticipated that this program will be carried 3 or 4 more years.

Outstanding results have been achieved to date. A report prepared by the agents was widely distributed the spring of 1947. The program was enlarged in 1947 since outstanding results had been achieved in the first year of operation. An analysis of the program at the present time indicates that the program was enlarged too much. This is going to mean either a reduction in the number of families participating in 1948 or a change in methods and techniques used by the agents. It will probably take both. No news stories have been prepared on this project. No publicity is expected until sound techniques for conducting such a program are developed and there is undeniable evidence of success.

### South Carolina

In 1947 county agents reported 122 demonstrations in landlord-tenant relationships. County agents selected farmers in their respective counties who have established successful landlord-tenant arrangements. Among the criteria for judging the relations were the stability of tenants in terms of the length of time they had resided on the same farm, the kind of rental arrangement with particular emphasis on new income-producing crop and livestock enterprises by tenants, and the opportunities for the use of more labor-saving machinery as well. In addition, the absence of open conflicts between landlord and tenant, and the cooperation of landlords and tenants in doing those things which were regarded as mutually beneficial to both parties in order to provide a higher standard of living, and to provide good conservation practices were considered.

Following the selection of the farms by the county extension workers, a careful study of the physical, economic, and social factors

involved in the landlord-tenant arrangements of the individual farm operated as a going concern. This information was made available to other farmers through group meetings, personal contacts, newspaper and radio publicity. When information covering enough cases of this nature is collected it will be published as an Extension circular.

Publicity of this nature not only inspires other farmers to adopt those things found to be strategically important in successful landlord-tenant relationships but provides an incentive for those farmers already doing those things to do a better job of the activities underway.

Other activities relating to landlord-tenant arrangements included several conferences held throughout the year with individual members of the tenure sub-committee of the State Agricultural Committee relative to a program for studying the needs and developing means of improving tenure conditions throughout the State.

At the Farm Leaders' Conference held at Camp Bob Cooper during the week of August 11-14, a panel discussion was held relative to methods of improving tenancy conditions in South Carolina. Among those serving on this panel were Director D. W. Watkins; M. C. Rochester, Leader, agricultural economics extension work; G. H. Stewart, Leader, agricultural engineering extension work; and several leading farmers throughout the State. This discussion centered around the improvement of tenancy in South Carolina through several lines of attack. The impacts of mechanization, the problems arising from greater diversification of crop and livestock enterprises, and the ways of meeting the problems arising therefrom were considered at length. Similarly, other means of improving the living standard of tenants through various alternative methods were suggested.

### III. - Father-Son Agreements

#### Kentucky

In the spring about 30 farms operating under father-son farming arrangements were visited in nine counties. Each farming arrangement was examined to obtain background material for publications on father-son farming relationships and arrangements. Photographs of key enterprises on four father-son operated farms were obtained for use in the proposed publications. A circular and a leaflet are nearing completion and will be published early in 1948.

Materials for a circular letter concerning some legal aspects of farming and farm tenure have been assembled. The publication will be issued in 1948.

#### South Carolina

In 1947 county agents were requested to provide the names of any farmers in their respective counties who had worked out successful father-and-son partnership arrangements. Names were supplied by 21 county



agents and this list is increasing from time to time. During the year some of the farmers were visited and case histories of the arrangements were obtained along with the present arrangements. This information was made available to interested persons through personal contacts, news stories, and radio.

Tennessee

At the request of the 4-H Club leader, an outline for a study and a panel discussion of father-son partnerships in operating farms was prepared for use in Young Farmers' and Homemakers' Clubs.

## ECONOMIC INFORMATION AND OUTLOOK

In all Southern States and Puerto Rico an educational program in economic information and outlook was carried on in 1947. Two States gave little or no discussion of the work while others devoted considerable space in their annual report to this phase of their program. The activities reported by State workers may be classified under four general heads, (1) annual outlook work, (2) dissemination of timely economic information, (3) long-term outlook, and (4) production goals. Some States reported activities under three of these four heads, others only one, and in two reports none of the four types of activities was described.

### Alabama

The extension economist and the statistician share the outlook and planning work. They both prepared outlook material for the agents and presented it at the annual meeting of extension workers. The economist prepared the monthly outlook information, while the statistician prepared the annual publications. Both assisted in the preparation of county annual plans of work for 1947, and the statistician spent considerable time assisting in the preparation of long-time programs in the counties. In this way both of the members of the Economics Unit were able to correlate their work.

Outlook material presented at the annual meeting of extension workers was mimeographed and sent to all counties in sufficient quantities for copies to be made available to members of the county program planning committees.

Current economic and outlook information was carried in the Auburn Economic Review. From time to time newspaper articles of a similar nature were also released by the extension editor.

### Arkansas

Information obtained at the National Outlook Conference was adapted to use in Arkansas with the assistance of John W. White, Department of Rural Economics and Sociology. This material has been prepared for distribution to county extension agents and farm people.

Agents have been assisted in conducting their work on outlook through a series of four district conferences with white extension agents and at a State conference with Negro extension workers. At each of these meetings the outlook was discussed in detail. Printed materials were placed in the hands of agents for reference and study.

County workers have been encouraged to use such teaching media as meetings of farm organizations, home demonstration clubs, 4-H Clubs, community groups, and civic organizations in the dissemination and application of outlook material. The value of news stories, publications, and circular letters has also been emphasized.



Outlook was discussed by the specialists during visits in the counties during the year. Outlook was discussed with two veterans' classes.

**Analysis** and preparation of 1948 outlook information were carried out jointly this fall through the Arkansas Outlook Committee composed of staff members of the College of Agriculture and the specialists in farm management, home management, and the animal husbandman.

Outlook information as contained in the "Extension Economist" has been placed in the hands of around 8,000 neighborhood leaders. Through these leaders, outlook has been discussed at meetings as well as at individual conferences.

Twenty-five thousand copies of a leaflet on outlook placed in the hands of farmers by county extension agents provided farmers with information on which to make needed adjustments.

Reports by agents indicate that outlook information is being generally used. The reports also indicate that outlook information has been presented throughout the year rather than being limited to a series of meetings early in the year. This has made it possible for agents to give timely commodity information when needed.

Timely economic information.- Timely articles dealing with economic problems such as parity prices, farm outlook, production goals, farm tenancy, marketing of peaches, strawberries, and dairy products have been published in the "Extension Economist" for the use of county agents and local leaders.

Similar information has been prepared for publication as news stories. Agents also have been advised by letter on specific questions on economic problems which they directed to the specialists.

Long-term outlook.- The outlook information placed in the hands of farm people has endeavored to provide some basis for future planning. Long-time outlook and recommendations have been discussed as well as that dealing with the immediate future.

### Georgia

A bulletin entitled "Georgia's 1947 Outlook" was published in December 1946 and distributed to State and county agricultural extension workers and to others interested in agriculture. The Georgia Agricultural Outlook for the year 1948 was prepared in December 1947 and will be distributed in early 1948.

As a supplement to the outlook publication, a leaflet, entitled "Farm Economic Briefs," was prepared each month and distributed to all extension personnel and to other agricultural workers. The preparation and distribution of this leaflet served the purpose of

keeping Georgia's agricultural workers currently informed with respect to economic conditions affecting agriculture.

Timely agricultural economic information is disseminated also in the form of news stories for use by daily and weekly newspapers. Talks and discussions at meetings of various kinds, and over the radio have also contributed to the dissemination of timely economic information.

Production goals.- Assistance was given to the State Production Goals Committee in the preparation of the State agricultural goals for 1947 and in acquainting farm people throughout the State with these goals. A series of district meetings was held at which the production goals and the reasons therefor were presented to local representatives of all agricultural agencies. Following the district meetings, a number of county meetings were attended at which goals were explained and methods for the attainment of the goals discussed. A set of lantern slides showing trends in Georgia's agriculture was prepared for use in these meetings. Farmers have responded well to these goals and the goals have served as a guide to production.

#### Kentucky

General meetings on Outlook and Farm Management Aspects of Outlook were held in 32 counties. The field agent in farm management presented the Farm Management Aspects of Outlook after it had been presented by the field agent in marketing.

In December ten meetings were conducted with county extension advisory groups on the general topic of Farm Management Aspects of Outlook. Particular emphases were placed on farm production cost prospects and on cost control. Following the discussions the advisory groups met to consider 1948 extension projects in view of the agricultural outlook. Each of the ten meetings was conducted in cooperation with a member of the Department of Markets. At two of the meetings a member of the home demonstration group presented a part of the discussion.

Economic information has been stressed by the specialists of the Department of Markets and Rural Finance. Much of their efforts have been directed toward the training of county extension workers, farm leaders, and agricultural leaders of other agencies in order that the information could be spread to a much wider degree than would be possible by the efforts of the personnel of the department alone. In this connection, the specialists hold 71 meetings throughout 1947 and discussed agricultural outlook with 4,386 farmers and leaders. This leader training included teachers of veteran classes, county extension workers, Farm Security workers, Soil Conservation personnel, Production Credit Association, and regular vocational agriculture teachers.



Extension specialists in the Department have placed special emphasis upon furnishing farmers and farm leaders with economic information, both domestic and international, that would provide a basis for developing their farm production and marketing plans.

In addition to the basic outlook work which was carried on throughout the entire year, farmers requested information concerning price making forces, factors contributing to inflation, monetary standards, and agricultural policy as developed by the State and the national Government. Consequently, the specialist prepared special news articles, special letters, and held meetings on many of these timely economic topics. It is also noteworthy that other departments at the university are constantly making requests for both outlook and other types of economic information related to marketing to be presented at their meetings, which are called primarily for the discussion of production problems. Another example exemplifying the fact that outlook and marketing information has become a definite part of the whole extension program in Kentucky is the fact that nearly half of the county agents follow the practice of introducing the topic for all farm meetings held by them with an introduction of outlook or pertinent economic information.

#### Louisiana

The extension economist has endeavored to supply the farmers of the State with the economic information they need. Among many other activities, the extension economist had prepared each month a circular letter on the general economic outlook from the farmer's point of view. Approximately 500 copies of this letter were sent out each month.

After attending the National Outlook Conference, assistance was given in preparation of all outlook material in mimeographed booklet to take to the field. Eight area outlook meetings were attended where the general agricultural situation was presented. One thousand one hundred and ninety-one parish and community outlook meetings were reported in 51 parishes and reached 12,751 farmers.

#### Mississippi

Farm and home outlook information is used extensively by extension subject-matter specialists, county extension agents, and other agricultural leaders in planning their programs for the year ahead. It is also used by farm families in planning their farm enterprise production, and family living programs.

The leader in extension economics and the extension home management specialist attended the National Agricultural Outlook Conference in Washington in October 1946 to study and help prepare the 1947 outlook material from a national standpoint. Following this conference the outlook information was adapted to Mississippi conditions and published in mimeographed form for use by agricultural leaders and in printed leaflet form for use by farm people. Thirty

thousand copies of the printed leaflet were distributed to farm families.

The farm and home outlook was discussed at the annual extension agents' meeting. County training meetings were held in 81 counties during January. Workers from all agricultural agencies and organizations, as well as farm and home committeemen and leaders, attended these training meetings. The training meetings were held by five teams, one for each extension district, made up of specialists, district agents, and PMA State staff members. These teams were trained in advance by the leader in economics and the home management specialist.

Following this series of county training meetings, the county workers carried the outlook information to farm families through community and neighborhood meetings, the daily and weekly press, radio, circular letters, and other methods. The county coordinating councils sponsored the dissemination of the outlook information under the leadership of the county extension agents.

A total of 82 State and county outlook training meetings were held with 2,848 leaders in attendance. Meetings were held by county leaders in 1,090 communities at which outlook information was given to 24,552 farm people, assisted by 2,010 local leaders. Two hundred and one news articles were prepared and printed in daily and weekly newspapers. Twenty-one different circular letters were prepared and sent out, and 33 different leaflets and other printed or mimeographed informational material on outlook were prepared and distributed to farm families. Outlook information was discussed at 19 home demonstration club meetings and at numerous 4-H Club meetings, civic club meetings, and other meetings of farm people. Outlook information was used in making farm adjustments on 34,159 farms.

#### North Carolina

An annual outlook statement was prepared by this department and sent to all extension personnel. News articles on outlook were prepared monthly. The State College News Bureau sent these articles to most of the papers and radio stations in the State. Reports from the News Bureau state that these articles have received exceptionally wide coverage. Several lectures on outlook were given during Farm and Home Week. The days in the office were devoted to preparation of the outlook statement for 1948.

#### Oklahoma

The fullest possible information regarding the economic outlook for farmers as pertains to prices and market demands was provided to county agents and production specialists throughout the year 1947. For the year 1947, the work began with the preparation of reports on the annual agricultural Outlook Conference held in Washington in October 1946. These reports were presented on some of the regular daily radio programs which originate here on the campus. They were



presented to other extension workers in regular staff conferences. Briefed reports were included in the Extension News and weekly news kit items sent directly to county agents. The Extension economists worked with Experiment Station workers and PMA workers in preparing outlook material for a State handbook on 1947 agricultural outlook and goals and assisted in holding six area meetings over the State on the subject. Attendance at these meetings was approximately 500 which included other extension specialists, county agents and assistants, county, district and State workers for the PMA, FHA, FCA, SCS, vocational agriculture teachers and supervisors and instructors of the veterans' agricultural training classes. From these district meetings considerable agricultural outlook information was passed on to farmers in county and community meetings.

In addition to the frequent radio programs devoted to agricultural outlook subjects by extension economists, we have also prepared each week a review of Oklahoma farm economic conditions for the special use of the Farm Department, Radio Station KVOO, at Tulsa. This weekly review has usually been discussed by the extension radio specialist on several of the regular daily programs which originate here on the campus.

Another regular medium of distribution of farm economic material to county agents and farmers is the bi-monthly publication of the Experiment Station and Extension Service of Current Farm Economics. This publication is prepared by economists of the college Department of Agricultural Economics and also of the Extension Service. A major portion of every issue of this publication is devoted to the general economic situation and the outlook for specific commodities. One special issue each year is designated as the annual agricultural outlook report for the State.

In order to present economic information to farm workers and local farm leaders, an additional report on economic information has been prepared bi-monthly for 2 years now. For want of a more appropriate name this sheet has been labeled "Farm Business Facts." In it we have reviewed regularly the changes in United States and Oklahoma farm prices and their relation to parity prices for a number of major farm commodities. This sheet has reviewed also the results of annual farm business reports made to farmers in at least two areas of the State where farm records have been submitted by those farmers.

In order to have the two economic publications on farm conditions in the hands of a large number of local leaders, county agents have been requested to submit names of local leaders for use in preparing mailing lists. Farmers have been invited via radio to send in their requests to be placed on the mailing list for those publications when some item presented in them has been used on radio programs.

Production goals.- Extension economists have participated each year in committee meetings and discussions which have led to the preparation of annual reports on Oklahoma Farm Production Prospects for the year ahead. Workers from all of the various State and Federal agricultural agencies have participated in these meetings. The publication has been prepared under the direction of the Agricultural Economics Department of the College and Experiment Station.

### South Carolina

General economic information was provided farm people through group meetings, personal contacts, news items, pictorial maps, charts, and radio. This type of information provided other extension specialists and county extension workers a basis for evaluating activities conducted as well as a basis for developing their programs of work.

Outlook information.- The information obtained at the National Outlook Conference was adapted to meet the needs in South Carolina. In this connection Extension Circular No. 294, entitled "The Agricultural Outlook, South Carolina, 1947," was prepared and published. The distribution of approximately 8,000 copies was made to extension workers, other agricultural workers, voluntary leaders, and farm people. In addition, outlook information was released to newspapers throughout the State as news releases from time to time supplementing the printed publications with timely releases pertaining to economic situations and changes. This was particularly true with reference to changes in economic trends dealing with the real estate situations, trends in shifts in production of crop and livestock products, tenure trends, and other changes.

The agricultural outlook for 1947 was presented at the three district extension conferences held in January. This was followed by a panel in which the leader of agricultural economics extension work, district agents, and county extension workers developed methods and techniques of disseminating outlook information on a county and community basis.

An extension economist also presented the agricultural outlook for 1947 at the State Conference for Negro Extension Workers held in Orangeburg during January 1947.

Farm and home outlook information was presented at the 50 county meetings by the men and women district extension agents serving the respective counties. Despite bad weather and other obstacles the attendance at county outlook meetings was good, averaging 87 persons.

County-wide outlook meetings were followed by 373 community outlook meetings with an average attendance of 35 persons.

Production goals.- In 1947 an extension economist served on the State Production Capacity Committee. During the year, four meetings of the committee were attended. At these meetings the committee formulated 1948 production goals for South Carolina, in line with available resources and demands for marketing purposes and for home consumption.



Information relative to production goals for 1947 was brought to the attention of State and county extension workers, voluntary leaders and others through group meetings, personal conferences, newspaper and radio publicity.

### Tennessee

Outlook information was distributed mainly through the Extension News Service which goes to all agents and newspapers in the State. Ten articles dealing with outlook were issued in this way in 1947. Clip sheets compiled from newspapers indicate a wide coverage for such information by the county weekly newspapers. Based on a number of such checks it is estimated that on the average such articles had a circulation of about 100,000 copies through the county weeklies. In addition, outlook discussions were conducted at meetings as follows:

- 5 county leaders' meetings
- 1 State USDA council meeting
- 1 annual meeting of National Farm Loan Association
- 1 egg grading short course
- 1 county banker-farmer meeting
- 1 annual State meeting of Negro agents.

County agents in 70 counties reported assistance given to 10,543 farmers in using outlook information to make farm adjustments in 1947. This represents an increase in farmers assisted of 13 percent over 1946 and 66 percent over 1945.

A circular containing charts showing significant trends in Tennessee agriculture and farm price trends was published and distributed to all extension workers.

### Texas

Following the National Outlook Conference held in Washington, D. C., newspaper and radio releases were prepared; several articles were written for farm magazines; discussions were held in some of the districts; and chart presentation was developed based on the general economic outlook. In cooperation with the animal husbandmen, a commodity statement, "What's Ahead in 1948 for Cattlemen?" was prepared.

The chart presentation entitled "How It Looks Now" was prepared as a guide for the county agents in conducting group discussions with farm and ranch leaders. The real value of the handbook, it was thought, would be in the number of questions it raised in the minds of farm leaders and encouragement to them to give more attention to public policies.

The commodity statement "What's Ahead in 1948 for Cattlemen?" was prepared as a one-page statement with a steer in the background and

the favorable and unfavorable factors of supply and demand listed on his side. This was considered a good way to dramatize the commodity outlook reports. A check is now being made among the agents to get their reactions as to the usefulness of this type of report, as compared with the older style.

Under this phase of our work, aid was given the district agents, both white and Negro, chiefly through training meetings held with agents. This activity was confined mostly to meetings held at the beginning of the year and during the series of housing schools conducted during the fall months.

In preparation for the series of training meetings on localized outlook situations, it was necessary to spend 10 days or more at the National Outlook Conference. Following the conference, additional time was required for study and making adaptations of the general materials to the type-of-farming areas of the State.

Assistance was given with outlook problems in nine district and sub-district meetings involving a total of 288 county personnel. In addition, interpretation of the outlook situation on cotton was given to one group of 325 growers in Hardeman County.

Aside from attendance at training meetings dealing with outlook questions, a number of digests were prepared for extension personnel where a single commodity or group of related crops were involved. Some 15 such digests were prepared dealing with cotton, wool, beef cattle, rice, wheat, and flax.

In addition to the commodity digests, an effort was made to maintain current information on the Government's price support programs. Close cooperation was had from the State office of the Production and Marketing Administration in preparing two releases to field personnel.

In discussions with groups of county agents and farm leaders, those factors underlying the short-term and long-term farm outlook were reviewed and considerable attention was given to some of the basic principles on the international scene likely influencing the degree of success obtained under the Marshall Plan.

### Virginia

In an effort to carry timely economic information to the farmers in Virginia, farm leaders, service workers, and others interested in such facts, "Virginia Farm Economics" was published monthly. Material for this publication was provided by the specialists in marketing, farm management, and other related fields in agricultural economics.

As a service to the bankers of Virginia, "Farm Flashes for Bankers" was prepared monthly and distributed through the First National Exchange Bank of Roanoke to approximately 500 banks and newspapers.



## FARM FINANCE

The educational activities reported by the Southern States in the general field of farm finance, in 1947, might be classified under four headings, (1) agricultural credit, (2) financial planning and money management, (3) income tax education, and (4) debt adjustment.

### Georgia

One of the most important contributions which the Georgia Better Farms Program has made to the long-time improvement of agriculture has been the emphasis which it has placed upon the need for longer term credit in farming. Many bankers served as members of stockholder groups and studied at firsthand the problems which farmers are up against in financing adjustments in their systems of farming. Intermediate term credit on a definite and recognized basis will not come rapidly for farms in this State, but the progress which is being made along this line is very satisfactory. More thought is being given to this question at the present time than ever before in the history of the State and every indication points toward the possibility of banking institutions and others working something definite out along this line before too many years have passed. It is felt that the Georgia Better Farms Program has made a very substantial contribution to progress in this field.

### Kentucky

Farm management extension and agronomy extension held five farm meetings in cooperation with the Kentucky Bankers and the Federal Reserve Bank of Cleveland and St. Louis. The meetings were held primarily for the country bankers and the directors of the banks. Meetings were held in Floming, Grant, Pulaski, Larue, and Lyon counties. The farms chosen were farms on which an exceptional job of farming had been done. They were chosen to demonstrate the results of many years of following good farm management and how country bankers could assist farmers in financing a sound system of farming. These meetings were quite successful as evidenced by the sincere appreciation by all participating groups.

### Mississippi

In the field of agricultural credit information was prepared and county agents and farm leaders were kept informed on (1) types and kinds of farm credit available to farmers, (2) sources of farm credit, (3) the farm mortgage situation, (4) approximate cost of various types of farm credit, and (5) the proper use of farm credit and the adaptation of different types of credit to particular uses.

### South Carolina

A member of the Department of Agricultural Economics served as chairman of a subcommittee of the Clemson College Joint Committee on

Agricultural Policies and Programs to develop the policy and program relating to farm credit. Some of the educational activities of this program were put into effect in 1947. Certain other phases of the program developed, such as those dealing with variable repayment plans to adjust payments of principal and interest to the income of the borrower and certain moratorium features with respect to situations when farmers are unable to repay loans, will involve a longer-time program.

The income-producing possibilities of farms are basic to a sound educational program in farm financing. To this end members of this department sought to acquaint farm advisory committees, voluntary leaders, farmers, and others with information regarding:

1. Successful types of farming in the community.
2. Size of farm which is most successful for a particular farm set-up or organization.
3. Available types and sources of credit for meeting specific needs in an efficient manner.
4. Capital investment which will be required to go into farming.
5. Safe margins of indebtedness for various long-term credit needs.

#### Tennessee

A cooperative education program on improved types of farm credit with the Federal Reserve Bank of St. Louis and the Tennessee Bankers Association was continued in 1947. This cooperative work consisted of a series of four meetings for bankers and farm leaders which were held at Dyersburg, Paris, Jackson, and Memphis in mid-November. This year the use of credit for the development of a balanced farm business with major emphasis on pasture improvement was presented.

In cooperation with the Tennessee Bankers Association group meetings of bankers, county agents, Soil Conservation Service representatives and farm leaders were held at Knoxville, Columbia, and Jackson. At these meetings the story of how a successful farm unit demonstration had been developed with major emphasis on the needs for and use of additional capital was presented. Plans for follow-up meetings of bankers and leading farmers on a county basis were worked out with the secretary of the Tennessee Bankers Association. County meetings which usually involved a tour of a successful farm were held in a number of counties.

A panel discussion on "How to Secure Credit to Get Started in Farming or Business" was organized and presented at the Leadership School for Young Farmers and Homemakers at Martin in August. The panel was made up of young farmers and homemakers, a banker, a representative of the Production Credit Association, and the extension economist.



A discussion of recent developments in the field of farm credit was given at the annual meeting of the Knoxville chapter of the American Society of Agricultural Engineers.

Assistance was given the Knoxville National Farm Loan Association in holding its annual meeting. Trends in Tennessee agriculture and the agricultural outlook were discussed at this meeting.

### Texas

The economist worked closely with V. S. Marett, Chairman of the Agricultural Committee of the Texas Bankers Association, helping him to set up the committee organization and to encourage bankers to hire agriculturists for their banks.

Mr. Marett and Mr. A. G. Brown, Chairman of the Agricultural Commission of the American Bankers Association, visited the campus and discussed credit policies with extension headquarters personnel. One of the Texas Farm and Home radio programs, a State-wide network, was devoted to agricultural finance.

In each of four Housing Clinics attended, held for county agents of a district, the economist presented principles involved in money management and considerations to be given to expenditures for housing and other family needs as contrasted with those for other farm business operations.

Three statements were prepared for the State Savings Bonds Committee bringing to the attention of farmers and ranchers the importance of buying savings bonds, and their meaning to the farm business and family living. One of the statements appeared in the Sheep and Goat Raiser magazine and another in the Cattleman magazine. The Farm and Ranch magazine is expected to carry the third one.

Educational releases calling attention to hazards were made to county extension agents and to farm credit agencies. Some such material from the American Bankers Association was passed on to extension workers in the field. A two-page leaflet entitled "Watch Farm Land Prices" was one such release.

## FINANCIAL PLANNING AND MONEY MANAGEMENT

### Mississippi

Farm and home financial planning in 1947 was conducted largely as an over-all educational program on planning for the best use of the family income. The work done in this phase of the economics program was very closely related to, and tied in with, the farm and home outlook work.

The county extension agents were kept informed and given information on the importance of farm families making definite plans and budgets for the best use of their incomes. Suggestions were given as to ways farm families might plan to get the most out of their incomes through first setting down their financial needs for a desirable level of living, both annual and long-time needs, then planning their farm business to provide the needed income. Most families had fair to good incomes in 1947 as well as for the past several years. How this income is used through sound financial planning will determine the level of living and future security of Mississippi farm families.

Farm families were also encouraged to make annual net worth statements as a means of determining the financial position and net worth of the family from year to year. In this way they can find out if they are gradually getting ahead financially or going backward.

### North Carolina

The farm finance work of the Farm Management Department consisted of preparation of five news articles on farm finance and money management and distributing Extension Circular 283 entitled "Selecting a Farm in North Carolina." All copies of this bulletin were distributed and the bulletin was reprinted during the year.

Some agents held meetings with their local bankers and Farm Credit Administration officials. In personal contacts agents did considerable work on finance. Money management was stressed by home demonstration agents throughout the year.

### South Carolina

In order to avoid the consequences of speculative purchasing of farm lands, excessive indebtedness, and other over-investments, an educational program was directed toward encouraging the wise use of available funds in 1947. The approach to this program dealt largely with disseminating educational information relating to the cyclical movement of prices of farm products in relation to things farmers buy. Furthermore, the importance of basing land values upon the long-time earning power of farms was encouraged. Particularly emphasized was the undesirability of assuming long-time mortgage indebtedness which might become an excessive burden under a lower price level.



In order to safeguard the relatively favorable financial position of farmers, the educational program involved:

1. Encouraging farmers to plan the best use of available funds, whether for payment of debts, purchasing consumption goods, making permanent investments in land, buildings, machinery, or making other investments.
2. Discouraging all borrowing of a long-time nature based upon abnormally high farm prices which might result in excessive indebtedness as farm incomes return to more normal levels.
3. Discouraging speculation in farm lands.
4. Discouraging the mortgaging of personally owned farms for the purpose of buying additional lands except to complete a more efficient farm unit.
5. Encouraging farmers to build up financial reserves through ownership of Government bonds and savings deposits in banks.
6. Encouraging farmers to build up productivity of their farms.

## INCOME TAX EDUCATION

### Kentucky

The only work done on income tax was in preparation of one issue of Farm Economic Information devoted to assisting farmers in understanding income tax problems.

### Louisiana

The specialist together with J. Norman Efferson, Professor, Department of Agricultural Economics, prepared a mimeographed publication consisting of 60 questions and answers to farmers on making Federal and State Income Tax Returns for 1947. Eight hundred copies of this publication were distributed to county agents and other agricultural workers. At the time these were distributed many farm record books were supplied.

### Oklahoma

In order to try to assist as many farmers as possible with this problem and yet avoid the impossible task of making every farmer's individual income tax return, the following things have been done:

1. Several radio programs have been devoted to farmer income tax problems and methods of preparing returns. These programs have been scheduled during the last few days of December just prior to the 15 days in January when farmers are supposed to prepare income tax returns.
2. Bulletins have been prepared discussing income tax problems of farmers and showing examples of completed farm income tax returns. Publicity regarding these bulletins has gone out by the radio programs and various news items.
3. Attention has been called to the availability of farm account books at the county agents' offices.
4. County agents' offices have been requested to make available at their offices farmers' income and expense schedule forms 1040-F.
5. County meetings have been held when requested by agents to discuss with farmers various problems in connection with income tax reporting.

In connection with item 2, a supplement to Extension Circular 421, "Preparation of Farm Income Tax Returns," was released during this report year. That supplement gave examples of completed 1946 income tax returns which were slightly different than the forms used for 1945.



### South Carolina

In this connection, educational information relative to the preparation of income tax reports, the actual filling-in of the returns, and dates for reporting was disseminated in 1947 by members of the department of agricultural economics.

In order to expedite the work of collecting information for filling in income tax forms, space is provided in the Farm Account Record Book for keeping accurate farm receipts and expenses for computing income-tax liability on either the cash or accrual basis.

### Tennessee

Farmers have continued to need assistance with Federal Income Tax returns. To meet this need, Extension Leaflet No. 58, "Farmer's Income Taxes," was revised and 30,000 copies distributed through the county agents' offices.

In cooperation with the Tennessee Farm Bureau Federation four income tax schools were conducted for persons who will assist farmers with filing their returns. These schools were held at Knoxville, Sparta, Nashville, and Jackson and were attended by 78 people from 37 different counties. It is estimated that these people in addition to those trained in similar schools during past years, will assist approximately 15,000 persons with the filing of returns. This service which was started in 1943 has proved to be especially popular and is an effective means of reaching a large number of farmers with a minimum of effort. A total of only about 1 week's work is required.

### Texas

Since some 250,000 Texas farmers and ranchers must make out income tax returns, the economist felt the Extension Service needed to play an important role in providing educational information to them. As in the past, emphasis was placed on the mechanics of making out a return and on rulings important to the farmer and rancher. Close cooperation was maintained with the Offices of the Collectors of Internal Revenue at Austin and Dallas.

The importance of keeping farm records was reviewed, and it was specially recommended that farmers be given information about the services provided by the Bureau of Internal Revenue. The importance of contacting representatives of this Bureau was also emphasized.

Several issues of Economic Facts and Opinions conveyed information about the Federal income tax. At appropriate times throughout the year different phases were emphasized. Agents used these issues as background material in putting out newsletters to farmers.

Materials pertaining to farmers' and ranchers' income tax problems were prepared and sent to all agricultural agents and assistants. The chief aim of the aids provided was to provide answers to common questions farm and ranch operators bring to the agents. A form for listing items needed on income tax returns was provided and a listing made of the revisions in the tax regulations or their interpretation.

Reports from agricultural extension agents indicate that some 67 counties rendered assistance to 8,400 Texas operators with their income tax problems. However, this assistance was given in counties where the effort was concentrated or fairly well organized. Undoubtedly there were countless hundreds of cases where individual questions were answered for operators but not reported. A sample sheet sent out to farmers by Henry Alsmeyer, County Agent of Nueces County, was patterned from that furnished to agents.

#### DEBT ADJUSTMENT

##### Puerto Rico

Work was continued in the readjustment of debts of the coffee growers with the Puerto Rican Hurricane Relief Commission. Our work this year was mainly limited to serve as a contact agency between the farmers and the office receiving the payments. This was due to the fact that the commission ceased to exist during the year. Only one office, for receiving payments of debts already adjusted, remained open.

An offer was made to the farmers still owing money to the agency to settle their debts for a 20 percent cash payment. Eighty-five of them accepted the offer. By doing this they paid with \$5,834.27 a total debt of \$29,171.35.

Forty-nine other farmers with debts readjusted in previous years made payments to the agency amounting to \$3,073.98.

Miscellaneous services in relation to their debt readjustment were given to 16 farmers.

A total of 150 farmers was helped in debt readjustment problems.



## PROGRAM PLANNING

In a few of the States, extension economists gave time and attention to this phase of extension education as indicated by the following statements taken from their annual reports for 1947.

### Georgia

Every county agent is required to maintain a county agricultural program planning committee, and community planning committees. The community planning committees include in their membership outstanding community leaders, representing various groups and interests. This representation includes men, women, and youth to insure full representation of all groups in the communities. The membership of the county agricultural program committee is composed of representatives from each community and local business and professional people interested in the welfare and development of the county. Professional agricultural and home economic workers serve in an advisory capacity. The work of these committees is undoubtedly contributing much to the attainment of agricultural production goals. These committees are particularly valuable in transmitting outlook, farm management, and other agricultural economic information to farm families throughout the State. County agricultural programs and community programs are revised and brought up to date each year by these (county agricultural program planning) committees. These programs set forth adjustments that should be made and establish specific goals to be sought during the year. The servicing of these committees with practical economic information, which can be used in the development of sound county and community programs, is considered one of the primary functions of farm management extension work.

In 1947 12 counties, two in each extension district, were selected as emphasis counties. Special assistance was given these counties to determine how farm management work could best serve community and county program committees in building and developing agricultural programs. Based on results in these counties, and on past experience in program building and development, a demonstration emphasizing the techniques involved was prepared. This demonstration was given in each extension district in the State, and for the State staff at a regular meeting. The administrative staff, a farm management specialist, and a member of the 4-H Club staff participated in the demonstration.

### Mississippi

Major activities included (1) adjusting Mississippi agriculture to post-war conditions, (2) production capacity study and appraisal, (3) educational program for cotton production, and (4) adapting farm management methods and practices to changing technology. These activities were carried on largely in

cooperation with other extension subject-matter departments and other agricultural agencies.

In adjusting agriculture to post-war conditions, educational and informational work was carried on in two major fields, (1) adjusting production to meet changed market outlets and needs on a national and world basis, and (2) adjusting for conservation of natural resources.

Extension economics staff members cooperated with the research economics department in making a study and appraisal of the capacity of Mississippi soils and farms to produce needed food, feed, and fiber.

#### North Carolina

In order to develop a program for the future it is necessary to know the present situation. Program planning was discussed with agents practically every time they were contacted.

A new technique of program planning was tried out in Clay and McDowell counties. Three days were spent in Clay County in January assisting the agents and farmers complete the program. The program developed in Clay County has been presented to the TVA supervisors of the seven Valley States and is to be presented at the Southern Agricultural Workers Association meeting in Washington in February 1948. The program has been presented to the bankers of western North Carolina and to the county agents of the Southeastern and Northwestern Districts. The technique used has received wide publicity and promises to be widely used throughout the South. Program planning meetings were conducted in Nash County in the fall of 1947. The county agent and the farm people of that county have developed a long-time county agricultural program similar to the one developed in Clay County.

#### South Carolina

In 1947 the president of Clemson College appointed a Joint Committee on Agricultural Policies and Programs for the purpose of developing policies and programs of the college to adhere to in setting up long range objectives for the farmers of the State in the post-war period. Some 21 subject-matter subcommittees have prepared reports on the problems, policies, and programs for their respective fields of work with regard to the agricultural situation of the State and particular area of the State. From these subcommittees' reports the college planning committee will prepare a report covering the State as a whole and type-of-farming areas which will set forth policies and programs that the college will advocate for the agricultural progress of the State. This report is expected to be completed early in 1948.

All members of the Agricultural Economics Department have participated in the work of this committee and have given considerable time and thought to the development of the economic and farm management phases of the program. The extension leader in agricultural economics heads



the subcommittees on farm management, farm credit, and land tenure. Another member serves as executive secretary to the Joint Committee and a third member serves on the Agricultural-Industrial Relations Subcommittee. During the year nine committee meetings were held with a total attendance of 121 extension specialists and 138 members of the research and teaching staffs.

County agricultural planning committees functioned in many of the counties during the year in developing and improving county agricultural extension programs.

## STATISTICAL INFORMATION SERVICE

Since extension economists are familiar with sources of statistical information bearing on local county and State situations and are equipped to bring together and analyze this information, they often are called upon to assist county and State extension workers by assembling such data and making it available in variable form. Occasionally other State officials also ask for such service as illustrated by the South Carolina report.

### Georgia

Information was compiled from census publications, analyses of unit test demonstration records, material made available by the Georgia Crop Reporting Service and from other sources, and furnished to county workers. As an example of this type of work, an analysis of the trends in agricultural development in Whitfield County was prepared for use in the centennial publication of a local newspaper. A bulletin has been prepared which offers complete census data by counties for the census periods from 1900 through 1945 in recognition of the increasing demand for such information.

### Kentucky

Assisting county agents in studying the economic problems of the county.- The field agents offered to new county agents or old county agents in new counties a service intended to assist them in better understanding the economic problems of their county. The procedure for doing this is to prepare an analysis of census information and then visit the county, going to representative farms to determine the status and the opportunity for improving the business. A report was then prepared and sent to the county agent.

### Mississippi

From time to time the economics division was called on to compile, summarize, and analyze national, State, and local statistical data for use by county extension personnel, other subject-matter specialists and departments, and other agricultural leaders. With the publication of the 1945 census, much work was involved in getting the county information to the counties in a form which could be readily and easily used. A special report of the data was also prepared on a type-of-farming area basis.

The Bureau of the Census released a special report of multiple-unit operations in selected areas of Southern States. This information was copied and furnished individual counties in a usable form. Special emphasis was given to the counties cooperating with the Mississippi Bankers' Association in their agricultural program.



All departments of the college cooperated in preparing a State-wide agricultural program. Most of the required basic information was prepared by the extension economics division.

A special survey of industries in Mississippi was conducted. The questionnaire was prepared by the economics division and sent to the county agents who contacted industries within their county. The required information was recorded and forwarded to this office where it is in the process of being summarized.

#### South Carolina

In 1947 numerous requests were complied with for collecting, analyzing, and reporting certain economic information and data for other members of the extension service, at headquarters and county offices. Most numerous were requests from county extension workers for significant data basic to formulating the agricultural program of their respective counties. Such information portrays important trends in the agriculture of the county and is recognized as being highly significant in developing agricultural programs of both a short-time and a long-time nature.

During 1947 certain information was collected, upon the request of the president of Clemson College, relating to the industries located throughout the State. A member of the Department of Agricultural Economics served on a committee to develop the procedure for collecting the information, to prepare the forms for use and supervise the collecting of the information. The collecting of the information was done primarily by county extension workers, however, in a few cases vocational teachers assisted in collecting the information. The information collected was compiled and published by officials of the Research, Planning, and Development Board as Bulletin No. 5 (revised) Industrial Directory of South Carolina.

#### Tennessee

A circular containing charts showing significant trends in Tennessee agriculture and Farm Price Trends was published and distributed to all extension workers.

Assistance has been given the director and acting president of the university in the preparation of factual information which was used by the acting president in his testimony before the Senate Committee hearing on a long-range agricultural program.

#### Texas

During 1947 efforts were made to maintain statistical series, of historical and current nature, of data pertaining to subject matter fields represented in Texas agriculture. Duplicate workbooks containing figures on production and distribution of

commodities on State and national levels had been previously made up for: Poultry and eggs, dairy cattle, swine, beef cattle, and sheep and wool.

In addition to maintenance of the statistical service for staff specialists, the Department of Agricultural Economics attempted to assist the administrative and editorial staff personnel with statistical problems arising throughout the year. Such work has consisted of the compilation of statistical data on agronomy, livestock, soil conservation, agricultural planning, organization, farm management, agricultural economics, marketing and distribution, housing, nutrition and health, and 4-H Club activities for the use of the administrative staff, district agents, and extension specialists.

This statistical information was secured for each county in the State, tabulated by projects and by counties and districts and completed in a form to be used by staff members, specialists, and the Washington extension office.



COMMUNITY ORGANIZATION AND RELATED  
COMMUNITY ACTIVITIES

North Carolina

A special Community Organization project was started in two Negro communities in Wake County. The Plan of Work indicated that work would be started in the six communities. Since this is the first time such a project has been tried in North Carolina and both the assistant Negro farm agent and assistant Negro home agent were new workers, it was decided that only two communities should be organized in 1947. The Farm Management Department developed the procedure for conducting the project and devoted considerable time in training and assisting the agents. Both agents were quite capable but were completely untrained in Farm Management and Rural Sociology. A total of 12-1/2 days was devoted to the project with 9-1/2 days in the field and 3 days in the office. A detailed Plan of Work was submitted for this project in the 1947 Plan of Work.

Farm and home improvement contests.- In the 1947 Plan of Work it was indicated that assistance would be given in the farm and home improvement contest in Durham County and the "Better Farming for Better Living Contest" conducted by the Tidewater Power Company. Assistance was given in both of these contests and some assistance was given to the farm and home improvement contest conducted by Radio Station WPTF. Mr. Williams assisted in the judging of the farm and home improvement contest in Durham County, attended the achievement day and helped make plans for next year's contest. Mr. Ratchford assisted Mr. Neil Bolton, agricultural agent for the Tidewater Power Company, in preparing the record to be kept by the contestants; in judging the contest; and in making plans for the 1948 contest. The Tidewater Power Company prepared a very nice record to be kept by the contestants. The contestants provide some good farm and home demonstrations for 14 southeastern counties, which very badly need some good farm and home demonstrations. A total of 4 days was spent on contests with 1 day in the office and 3 days in the field. Several letters were written and frequent consultations held with the agents and the agencies conducting the contests.

Georgia

County and home demonstration agents were given special assistance with 61 community improvement organizations in 16 counties. These communities competed in the North Georgia Community Improvement Contest, sponsored by the Farmers' Club of the Atlanta Chamber of Commerce in cooperation with the Georgia Agricultural Extension Service. State and county prizes totaling \$5,950 were distributed to winning communities.

Participating communities were judged on the basis of a 1,000-point score card. Three hundred points were allowed for planning organization and development, 400 points for developing and

improving sound systems of farming, 150 points for family food supply, and 150 points for improving appearance of community, farm and home. Plans were based on surveys taken at the beginning of the contest and results were measured by surveys made at the end of the contest. These surveys were made by local people. Community organizations have proved to be one of the best methods of interesting rural people in making plans for improvement and actually getting things done.

### Tennessee

In 1947 an increasing proportion of extension work was being done through rural community groups. Area test demonstrations and community improvement contests were and are important activities through which extension educational effort reaches large numbers of rural people. Assistance was given in the preparation of a statement on effective organization for rural community planning and development and on developing the community program. This statement was designed to meet needs of increasing numbers of rural communities in the process of developing organizations and programs. It was prepared by a group of specialists and administrative officers and was based on accumulated recorded experience in area test demonstrations and in communities winning in county community improvement contests. Approximately 1,000 copies have been distributed through county extension agents to leaders in rural communities.

Another important activity in connection with rural community development and improvement was assisting with the judging of the East Tennessee Community Improvement Contest sponsored by 10 civic organizations of Knoxville and covering 26 east Tennessee counties. In all, 26 communities were visited and a great variety of projects were examined. The influence and value of such a contest seems to be having a steady healthy growth. In addition to judging the community contest, one person from this department has met regularly with the East Tennessee Community Contest Committee at its monthly meetings throughout the year and participated in working out plans for carrying on the contest.

Besides assisting with the judging of the contest, assistance in other ways was rendered to the community development program by appearing on community programs, by assisting with the preparation of the contest announcement booklet.



## NATIONAL POLICY AND ECONOMIC FORCES

### Mississippi

An attempt was made to keep county extension agents and farm people informed on some of the important national and world problems, Government policies, and economic and social trends affecting Mississippi agriculture. These included (1) national and world food situation, (2) inflationary forces and their possible implications, (3) United States foreign policy, especially the so-called Marshall Plan and its possible effect on agriculture, (4) production goals and price support policy, and (5) the parity concept and proposed changes in the parity formula.

Informational materials were prepared and bulletins and circulars from the Department of Agriculture and other Government agencies were supplied to county agents for distribution to farm people.

### Tennessee

An increased demand for economic information of a general nature, having a bearing on farm problems which extend beyond the line fences of individual farms, was evident during 1947.

Assistance was given the Tennessee Farm Bureau in holding a series of meetings of farm leaders at which various proposals for changes in agricultural legislation were discussed. Factual information regarding trends in production and prices, the present method of calculating parity and proposals for changes in the legal definition of parity was presented as a basis for discussion and the expression of farmer opinions at these meetings.

### Texas

Three issues of Economic Facts and Opinions were prepared and distributed to county extension agents and other agricultural leaders during 1947. As in other years, emphasis was placed upon important facts, principles, and trends in the field of agricultural economics of interest to county extension agents.

County agents reported that they found this material very helpful in day-to-day extension operations, including talks before service clubs, newspaper stories, farm letters, and community meetings. Workers in several cooperating agencies reported, too, that they found the information in Economic Facts and Opinions helpful to them.

A newsletter, such as Economic Facts and Opinions, is an excellent device for assisting county agents in their work; particularly if the letter is timely, adaptable, and prepared primarily for county agents.

Considerable emphasis was placed upon the stake of Texas farmers and ranchers in the Government's stabilization program covering both the price ceiling and price support aspects. Mechanics of the program itself were closely followed and important price trends were brought to the attention of the county agents from time to time.



#### 4-H CLUB ACTIVITIES

##### Florida

Classes in Size of Farm Business were conducted for a total of 190 4-H Club boys and girls at two summer camps. Interest in the subject was greater than in any other agricultural subject ever presented by the specialist. The fact that a small farm business will not furnish a satisfactory standard of living seems to greatly impress the children, about two-thirds of whom live on low-income farms.

A class in Better Methods was conducted for older boys at the summer Short Course. Four teams were trained to demonstrate greater labor efficiency, assistance was rendered at four Achievement Day Programs, and six club meetings were attended.

##### Mississippi

Two management projects are available to 4-H Club members - the enterprise management project and the farm management project. The enterprise management project includes an entire enterprise on the farm. For instance, a club member with a dairy enterprise management project would take the entire dairy herd on the farm for his project in management and record keeping.

The farm management project includes the entire farm. The club member carrying this project would assist his father in managing the farm and would keep a complete record of the farm business in the regular extension farm account book. Naturally, with the increased responsibility and work involved with these projects over the regular old line club projects, only older and more experienced club members are permitted to carry them.

Neither the county agents nor the boys have taken the interest in the 4-H farm management projects that their importance would indicate.

Twenty-four club members were enrolled in the enterprise and farm management project in 1947. When the year's work was completed and record books turned in, a State winner was selected to attend the State 4-H round-up at the State capitol in November.

## ASSISTANCE IN VETERANS' TRAINING

### Florida

Most veterans interested in farming now go to the local teacher of veterans to secure information, but the teachers and State supervisor lean heavily upon the specialist for help. During the year, he has conducted farm management discussions for veterans' teachers at two State and two district meetings, and has taught record keeping and other phases of farm management to five local classes.

Upon request, he provided a table for determining size of farm business based on income using current prices. This method has the advantage of eliminating credit for the production of food for the family, which is usually done during chore time and may constitute more than one-half of the total credits given if Productive Man Work Units are used as the base for determining the size of business. The method also minimizes the discrepancies which exist between 1-horse farms and farms which operate with teams or tractors. It has the weakness that it must be revised annually.

Record books were revised to meet the needs of farmers who attend the veterans' training classes and are supplied to all such students, now numbering more than 4,000 in this State.

### Georgia

The use of "The General Farm Account Book" in the Veterans' Farm Training Program throughout the State has resulted in an unprecedented demand for this extension publication. Assistance was given to the Veterans' Farm Training Program by explaining the use of the farm account book at meetings of veterans' instructors in each district. This discussion on farm accounts has been made a regular part of a training course offered by the University of Georgia for instructors entering the Veterans' Farm Training Program. At the request of the Division of Vocational Agricultural Education, the Extension Service distributed record books to all trainees under this program. The cost of these books was borne by that organization. In 1947 there were more than 7,000 record books used by veteran farm trainees.

### South Carolina

During 1947 county extension workers reported assistance to 847 veterans in getting established on farms. Of this total number 9.3 percent were established as land owners, 30.6 percent as tenants or share croppers, and 60.1 percent as wage hands.

Members of this department provided economic information to county extension workers, county advisory committees, prospective farmers and other interested people and agencies relative to alternative methods of getting established on farms in light of experience and training of the individual as well as financial resources available.



Other services included price trends with respect to farm real estate, farm machinery, equipment, supplies, and other things farmers purchase as well as the things they sell.

Information relating to this activity was disseminated primarily through group meetings, personal contacts, news releases, and radio broadcasts. Further supplementing this work was the distribution, to prospective farmers interested in getting established on farms, of Extension Circular 279 entitled "Selecting A Farm in South Carolina."

#### Texas

County extension agents have accomplished much worth-while educational work on farm management and related problems, working through organized veterans' classes. Many of the agents served on committees which helped to set up the veterans' vocational programs in the various counties.

Reports from agents indicate that assistance was given the veteran groups in 185 counties of the State.









